

# GRAIN DEALERS JOURNAL

Published on the 10th and 25th of each month in the interest of progressive Grain Dealers

Vol. XXXI. No. 1.

CHICAGO, ILL., JULY 10, 1913.

PRICE \$1.50 PER YEAR  
TEN CENTS PER COPY

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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

## AMARILLO, TEX.

Early Grain & Elevtr. Co., whol. grain, hay, seeds.  
Plains Grain Co., E. S. Blasdel, grain, field seeds.

## ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.

## ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

## AUGUSTA, GA.

Lamb & Hollingsworth, flour, grain, provisions.\*

## BALTIMORE, MD.

Chamber of Commerce Members.  
Baltimore Commission Co., grain commission.  
Blackburn & Co., C. P., grain recvrs., exporters.\*  
Clark & Sons, Thos. S., grain receivers.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers & exptas.\*  
Gill & Fisher, receivers and shippers of grain.\*  
Hammond, Snyder & Co., Inc., receivers, exptas.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Herzer & Son, Gustav, grain, seeds, hay.\*  
Jones & Co., H. C., grain and hay.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Robinson & Jackson, commission merchants.\*  
Steen & Bro., E., hay and grain.\*

## BATTLE CREEK, MICH.

McLane, Swift & Co., grain buyers.\*

## BINGHAMTON, N. Y.

Empire Grain & Elevtr. Co., grain feed shippers

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.  
Hagenwinkle Grain Co., grain brokers.  
O'Neil & Gyles, grain brokers.  
Slick & Co., L. E., buyers and shippers.

## BOSTON, MASS.

Chamber of Commerce Members.  
Benzaguin, Matthew D., grain brokerage, com'n.\*  
McLean-Alpine Co., The, hay and grain.  
Ranlet Co., The D. W., grain and mill feed.

## BOURBON, IND.

Delp Grain Co., E. E., grain and mill feed.

## BUFFALO, N. Y.

Corn Exchange Members.  
Alder-Stofer Grain Co., grain commission.\*  
Buffalo Cereal Co., grain.\*  
Burns Grain Co., grain commission.  
Churchill Grain & Seed Co., buyers, shippers.\*  
Electric Elevts. & Mfg. Co., recvrs. and shippers.\*  
Harold, A. W., grain, barley a specialty.  
Heathfield & Co., Inc., W. G., strictly commission.  
Heinold, John G., grain and feed.  
Irwin, Dudley M., barley.  
Pratt & Co., grain commission.\*  
Ratliffe, S. M., consignments solicited.  
Spann Grain Co., O. G., gn. com., bar'y a spe'ity.  
Townsend-Ward Co., grain commission.\*  
Urmston Grain Co., grain commission.

## CAIRO, ILL.

Board of Trade Members.  
Antrim & Co., H. S., receivers and shippers.\*  
Halliday Elevator Co., corn, oats.\*  
Hastings Co., Samuel, receivers and shippers.  
Magee Grain Co., grain.\*  
Thistlewood & Co., grain and hay.

## CEDAR RAPIDS, IA.

Cedar Rapids Grain Co., receivers and shippers.

## CHAMPAIGN, ILL.

Baldwin & Co., H. I., grain brokers.  
Edwards, A. H., grain broker.  
Johnson & Co., C. E., grain brokers.

## CHICAGO, ILL.

Board of Trade Members.  
Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., grain commis'n merchants.\*  
Barrell & Co., Finley, grain, stocks, provisions.\*  
Bennett & Co., Jas. E., commission merchants.\*  
Calvin & Co., Wm. H., grain brokers.  
Carhart Code Harwood Co., grain commission.\*  
Coven Co., W. S., commission merchants.  
Crighton & Lasier, grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Fitch & Co., Walter, W. K. Mitchell, Mgr.\*  
Fraser Co., W. A., grain commission.\*  
Freeman & Co., Henry H., grain, hay, straw.  
Gerstenberg & Co., grain, seeds.\*  
Holt & Co., Lowell, commission, grain and seeds.  
Hooper Grain Co., receivers, shippers.\*  
Lamson Bros. & Co., consignments solicited.\*  
McKenna & Rodgers, commission merchants.\*  
Merritt Co., W. H., grain, seeds.\*

## CHICAGO—Continued.

Nash-Wright Grain Co., grain, prov., seeds.  
Norris & Co., grain merchants.\*  
Nye & Jenks Gr. Co., commission merchants.  
Paynter, H. M., grain and field seeds.  
Perrine & Co., W. H., grain and commission.  
Press & Co., W. G., grain, provisions, stocks, etc.  
Quaker Oats Co., buyers of grain.  
Quinn, Geo. B., grain commission.  
Rang & Co., Henry, grain commission.  
Re Qua Brothers, grain commission.\*  
Rogers & Bro., H. W., grain and seeds.  
Rogers Grain Co., buyers and shippers.  
Rosenbaum Bros., receivers, shippers.\*  
Rosenbaum Grain Co., J., receivers and shippers.  
Rumsey & Company, grain commission.\*  
Sawers Grain Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer & Co., J. C., buyers and shippers.\*  
Sincere & Co., Chas., N. Y. stocks, Chicago grain.  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., Clarence H., commission.  
Udike Commission Co., grain commission.\*  
Wagner Co., E. W., receivers and shippers.\*  
Ware & Leland, grain seeds.

## CINCINNATI, O.

Chamber of Commerce Members.  
Allen & Munson, grain, hay, flour.\*  
Bender, A., grain, brokerage & com'n.  
Blumenthal, Max, grain, barley a specialty.\*  
Brown & Co., W. L., consignments.  
Cincinnati Grain Co., commission merchants.  
Collins & Co., grain, commission.\*  
Ellis & Fleming, grain and hay.\*  
Emrick Co., C. S., grain and hay.  
Ferguson Grain Co., grain, hay and feed.\*  
Fitzgerald Bros. Co., strictly commission.\*  
Gale Bros. Co., grain, hay, feed.\*  
Gray, Ralph, receiver and shipper.  
Howard, H. W., grain and hay.  
Kramer, W. H., grain and hay.  
Maguire & Co., grain, hay commission.  
McQuillan & Co., grain, hay and feed.\*  
Perin Bros., millers and grain merchants.\*  
Richter Gr. Co., grain, hay, flour, feed.  
Schmidt & Walker Co., white corn goods.\*  
Stafford & Gale, grain and hay.  
Trent Mfg. Co., receivers and shippers.  
Union Gr. & Hay Co., grain buyers & commiss'n.\*  
Van Luenen & Co., Paul, consignments.\*  
Van Luenen Co., The, grain and hay.  
Weber, W. H., grain, hay and feed.  
Whitcomb & Root, grain, hay, millfeed.

## CLARKSBURG, W. VA.

Willis, W. W., broker, grain, hay, straw, millfeed.

## CLEVELAND, O.

Abel Bros., hay, grain, feed.  
Bailey, E. I., grain and millfeed.\*  
Bennett, W. A., receivers grain, hay & millfeed.  
Cleveland Grain Co., The, receivers and shippers.\*  
Gates Elevator Co., receivers and shippers.  
Kemper, J. F., grain, hay and millfeed.  
Sheets Bros. Elevtr. Co., The, grain, hay, straw.  
Shepard, Clark & Co., grain, hay and straw.  
Star Elevtr. Co., receivers, grain, hay, straw.  
Strauss & Co., H. M., grain, seeds, hay straw.\*

## COLORADO SPRINGS, COLO.

Seldomridge Grain Co., grain dealers.

## CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seeds.\*

## CUMBERLAND, MD.

Marley & Co., grain and hay distributors.

## DANVILLE, ILL.

McConnell, R. B., grain dealer.

## DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*  
Kizer & Co., grain brokerage.

## DENVER, COLO.

Board of Trade Members.  
Ady & Crowe Mercantile Co., grain, hay.\*  
Crescent Mill & Elevtr. Co., flour and grain.  
Longmont Farmers Mill & Elevtr. Co., flour, grain.  
Scott, E. E., broker grain, cottonseed meal, hags.

## DES MOINES, IA.

Lockwood Grain Co., B. A., grain & millfeeds.\*  
Squires Grain Co., S. E., grain merchants.\*  
Taylor & Patton Co., buyers and shippers.\*

## DETROIT, MICH.

Board of Trade Members.  
Dumont, Roberts & Co., receivers, shippers.\*  
Lapham & Co., J. S., recvrs. & shippers of grain.\*  
Simmons & Co., F. J., grain recvrs. & shippers.\*

## DULUTH, MINN.

Johnson-Olson Gr. Co., grain commission.

## EVANSVILLE, IND.

Small & Co., W. H., field seeds, grain and hay.

## FORT WAYNE, IND.

Egley-Doan Elevtr. Co., grain, hay and seeds.

## FORT WORTH, TEX.

Grain and Cotton Exchange Members.  
King-Douglas, W., grain, feedstuff & brokerage.  
Kolp, E. R. & D. C., grain and seed dealers.\*  
Moore-Seaver Grain Co., receivers and shippers.\*  
Werner Wilkens Grain Co., receivers & shippers.

## FOSTORIA, O.

Fostoria Grain Co., receivers & shippers of grain.\*

## FRANKFORT, IND.

Frank & Co., Wm., grain brokers.\*

## GALVESTON, TEX.

Board of Trade Members.  
Fordtran, J. S., grain commission merchant.  
Jockusch, Davidson & Co., grain, hay, exporters.  
Wisrodt Grain Co., wholesale grain elevtr., facilities.

## GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

## INDIANAPOLIS, IND.

Board of Trade Members.  
Bassett Grain Co., grain merchants.\*  
Boyd, Bert A., Indianapolis commission man.\*  
Capitol Grain Co., grain commission.  
Hoosier Grain Co., commission & brokerage.  
Jordan & Montgomery Co., wholesale grain.  
Kinney Grain Co., H. E., receiver and shipper.\*  
Merchants Hay & Grain Co., hay and grain.  
Minor, B. B., grain consignments solicited.  
Mutual Grain Co., grain commission.\*  
Reliance Grain Co., recvrs. & ship's hay & grain.  
Shotwell & Co., C. A., grain, flour, feed.  
Witt, Frank A., grain commission & brokerage.

## JACKSON, MICH.

Sheldon, Willis E., track buyer of grain.\*  
Stockbridge Elevator Co., grain, beans, hay.

## KANSAS CITY, MO.

Board of Trade Members.  
Benton Grain Co., screenings and seeds.  
Christopher & Co., B. C., commiss'n & kaffir corn.\*  
Clay Grain Co., F. B., grain commission.\*  
Croysdale Grain Co., grain commission.  
Davis & Co., A. C., grain commission.\*  
Denton Kuha, Gr. Co., consignments.\*  
Ernst-Davis Grain Co., commission.\*  
Fisher Com. Co., E. D., grain commission.\*  
Fisher Gr. Co., C. V., receivers & shippers of gr.\*  
Fox-Miller Grain Co., receivers and shippers.  
Goffe & Carkener, recvrs. and shprs. of grain.\*  
Gregg Grain Co., Mason, commission merchants.  
Hinds Grain Co., The, receivers, shippers.  
Hoebel Grain Co., grain commission.  
Houston Carpenter Gr. Co., cash & futures, grain.  
Logan Bros. Grain Co., grain commission.\*  
Moore-Seaver Grain Co., receivers and shippers.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Morrison Grain Co., grain merchants.  
Nicholson Gr. Co., W. S., grain commission.\*  
Norris Grain Co., grain merchants and exporters.  
Roehen-Cary Grain Co., grain, flour, millfeed.\*  
Russell Grain Co., hay our specialty.  
Shannon Gr. Co., consignments solicited.\*  
Steele & Co., H. H., grain and seeds.\*  
Terminal Elevators, receivers, shippers.\*  
Thresher Fuller Grain Co., grain commission.\*  
Vanderslice-Lynds Co., grain commission.\*

## KENTLAND, IND.

McCray, Morrison & Co., track buyers.\*

## KOKOMO, IND.

Farnsworth, F. H., grain broker.

## LA FAYETTE, IND.

Heinmiller, F. G., track buyer of grain.

## LITTLE ROCK, ARK.

Gordy Co., C. L., grain and millfeed brokers.

## LOUISVILLE, KY.

Board of Trade Members.  
Bingham-Hewett Grain Co., recrs. & shprs. grain.\*  
Brandels & Son, A., recvrs. & shippers of grain.\*  
Callahan & Sons, receivers and shippers of grain.  
Edinger & Co., grain, hay, flour.  
Farmer & Son, Oscar, hay and grain.  
Mcnefee & Co., R. H., grain and hay.  
Schuff & Co., A. C., grain and hay.  
Thomson & Co., W. A., corn, oats and rye.  
Verhoff & Co., H., receivers and shippers grain.\*  
Zorn & Co., S., grain.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed.

### MEMPHIS, TENN.

#### Merchants Exchange Members.

Buxton, E. E., broker and commission merchant.  
Davis & Andrews Co., grain dealers.\*  
Horton & Co., J. B., grain & hay commission.  
Jones, Lee D., grain & hay commission.\*  
Scruggs-Robinson Co., brokers & com. merchants.  
U. S. Feed & Grain Co., grain, hay, millfeed.\*  
Webb & Maury, grain and hay.\*  
Wyatt, E. W., grain, hay and millfeed broker.

### MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*

### MIDDLE POINT, OHIO.

Pollock, H. G., track buyer of grain, hay, straw.

### MILWAUKEE, WIS.

#### Chamber of Commerce Members.

Armstrong Co., W. J., hay merchants.  
Bartlett & Son Co., L., grain commission.\*  
Donahue-Stratton Co., grain dealers.\*  
Ellsworth, B. G., grain consignments.  
Hadden Co., E. G., grain commission mchts.\*  
Johnstone & Templeton, grain commission.  
Kamm Company, P. C., barley and rye.\*  
Lauer & Co., J. V., grain commission.  
Morris-Parry Grain Co., Grain Dealers.  
Owen & Co., O. C., grain commission merchants.  
Owen & Brother Co., grain commission.  
Rankin & Co., M. G., shippers, corn, oats, barley.  
Rialto Elev. Co., grain receivers & shippers.  
Stacks & Kellogg, grain merchants.

### MINNEAPOLIS, MINN.

#### Chamber of Commerce Members.

Benson-Newhouse-Stabeck Co., grain commission.\*  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Dalrymple, Wm., grain commission, receiver.\*  
Davies & Co., F. M., grain commission.\*  
Fraser-Smith Co., grain commission.\*  
Gatchell-Tanton Co., grain commission.  
Gould Grain Co., grain merchants.  
Hankinson & Co., H. L., grain commission.  
Martfield Grain Co., grain commission.\*  
McCaull Dinsmore Co., consignments solicited.\*  
McDonald & Wyman, grain commission.\*  
Minnesota Grain Co., grain commission.\*  
Nichols & Taylor, grain consignments.  
Poehler Company, H., grain commission.\*  
Quinn, Shepherdson Co., grain commission.\*  
Rihelddaffer Co., J. H., grain com's'n merchants.\*  
Stair, Christensen & Timmerman, gr. commission.\*  
Stinson-Tenney Co., grain commission.  
Turle & Co., grain commission.  
Van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., grain commission.\*  
Wernli-Anderson Co., grain commission.  
Wyman & Co., C. C., grain commission.\*  
Zimmerman, Otto A., barley specialist.\*

### MONTGOMERY, ALA.

Dahlberg Brokerage Co., Inc., brokers and dealers.

### NASHVILLE, TENN.

Rose, Caswell E., corn, oats, hay, feedstuffs.

### NEWARK, N. J.

Smith & Wallace Co., J. C., receivers, shippers.

### NEW CASTLE, PA.

Hamilton, C. T., hay, straw, grain, millfeed, pro.

### NEW ORLEANS, LA.

McInnis, A. H., br. ker, grain, hay, cottonseed pdts.

### NEW YORK CITY.

#### Produce Exchange Members.

Cushing & Brandt, grain commission, buyers.\*  
Forbell & Co., L. W., grain commission.\*  
Kusch & Schwartz Co., oats, corn, wheat.  
Robinson, G. B., Jr., grain and millfeeds.

### NORFOLK, VA.

Cofer & Co., J. H., wholesale grain.  
LeGrand & Burton, grain and hay brokers.\*

### NORTH MANCHESTER, IND.

Kinsey Bros., grain, hay & seed merchants.

### OKLAHOMA CITY, OKLA.

Hanna Grain Co., grain, hay, seeds, alfalfa meal.  
Kolp, E. R. & D. C., grain and seed dealers.

### OMAHA, NEB.

#### Grain Exchange Members.

Beal-Vincent Grain Co., receivers, shippers.\*  
Cavers Elevator Co., receivers and shippers.\*  
Crowell Elevator Co., rcvrs., shippers.\*  
Huntley, E. E., broker.  
Imperial Mfg. Co., grain consignments.  
McCaull-Dinsmore Co., grain.  
Merriam Commission Co., consignments.  
Nebraska-Iowa Gr. Co., consignments a specialty.\*  
Omaha Elevator Co., receivers, shippers.\*  
Peterson & Gloe Gr. Co., receivers & shippers.  
Roberts Gr. Co., Geo. A., grain dealers.  
Saunders-Westrand Co., receivers and shippers.  
Taylor Grain Co., brokers.\*  
Thresher, E. R., grain broker.  
United Grain Co., grain commission.  
Updike Grain Co., grain commission.  
Weekes Grain Co., receivers and shippers of grain.  
Welsh Grain Co., grain and hay commission.

### PEORIA, ILL.

#### Board of Trade Members.

Arnold & Co., F. W., grain consignments solicited.  
Bowman & Co., Geo. L., grain commission.  
Buckley, Pursley & Co., grain and seeds.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman, C. H., grain commission.  
Grier & Co., T. A., grain commission.  
Miles, P. B. & C. C., grain commission.\*  
Mueller Grain Co., receivers and shippers.\*  
Rumsey, Moore & Co., grain receivers.\*  
Tyng, Hall & Co., grain commission.\*

### PHILADELPHIA, PA.

#### Commercial Exchange Members.

Baringer, M. F., grain and millfeed.\*  
Brazer, W. P., Mgr., Finley Barrell & Co.  
Delp Grain Co., E. E., grain and millfeeds.\*  
Dunwoody Co., Ezl., flour, grain, feed.\*  
Lemont & Son, E. K., hay, grain, millfeed.\*  
Miller & Sons, L. F., grain, seeds, hay.\*  
Pultz & Co., J. B., grain and feed.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Edw. M., grain and feeds.  
Standard Hay & Grain Co., grain, hay & straw.  
Stites, A., Judson, grain and millfeed.

### PIQUA, OHIO.

Kress Co., The Harry W., trk. buyers, gr. & hay.\*

### PITTSBURG, PA.

#### Members Grain and Hay Exchange.

Armstrong & Clark, grain, hay & millfeed.\*  
Austen Bros., grain, hay and millfeed.\*  
Elwood & Co., R. D., hay and grain.\*  
Foster, C. A., grain, hay, feed.\*  
Geidel & Dickson, grain and hay.\*  
Hardman & Heck, grain, hay and millfeed.\*  
Heck & Co., W. F., grain, hay and millfeed.  
Herb Bros. & Martin, grain and hay.\*  
Mahood Hay & Grain Co., hay, corn & oats.\*  
McCaffrey's Sons Co., Daniel, hay, gr'n, millfeed.\*  
McCague, R. S., grain, hay.\*  
Smith & Co., J. W., grain, hay, feed.\*  
Stewart, D. G., & Geidel, grain, hay and feed.\*  
Walton Co., Sam'l., grain and hay.\*

### PONTIAC, ILL.

Balbach, Paul A., grain buyer, all markets.

### PUEBLO, COLO.

McClelland Met'l I. & R. Co., grain, hay & feed.

### RICHMOND, VA.

Adams Gr. & Prov. Co., grain, feeds, seeds.  
Beveridge & Co., S. T., grain, hay, feeds, seeds.  
Fairbank & Co., S. G., grain, hay, seeds.  
Southern Brokerage Co., grain, hay, feeds & seeds.

### SAGINAW, MICH.

Carr Co., Henry W., grain, hay, beans, seeds.

### SAN ANTONIO, TEXAS.

Lupton Gr. Co., R., whol. grain & cottonseed pdts.

### SIOUX CITY, IOWA.

#### Board of Trade Members.

Fields & Slaughter Co., grain, hay and feed.  
Iowa-Dakota Gr. Co., grain & com. merchants.

### SIOUX FALLS, SO. DAK.

German Grain Co., buyers and shippers.

### ST. JOSEPH, MO.

Gordon Comm. Co., T. P., grain dir. and broker.\*  
Musterman & Co., Wm., grain, hay, rcvrs., shprs.

### ST. LOUIS, MO.

#### Merchants Exchange Members.

Connor Bros. & Co., grain.\*  
Eaton McClellan Com. Co., grain and hay.\*  
Elmore Schultz Gr. Co., rcvrs. & shprs. grain.  
Goffe & Carkener Co., grain commission.\*  
Graham & Martin Grain Co., grain commission.  
Green Commission Co., W. L., grain.\*  
Kennedy Grain Co., receivers, shippers.  
Langenberg Bros. & Co., grain commission.\*  
Morton & Co., grain, hay and seeds.  
Nanson Commission Co., grain commission.\*  
Pendleton Grain Co., grain merchants.  
Pickett & Beardsley Com. Co., grain & grass seed.\*  
Powell & O'Rourke, receivers, shippers.\*  
Tuberman, Mackey & Co., consignments solicited.

### TERRE HAUTE, IND.

Kuhn & Co., Paul, receivers and shippers.\*

### TIPTON, IND.

Urmston Grain Co., receivers and shippers.

### TOLEDO, O.

#### Produce Exchange Members.

Central Grain Co., The, buyers and shippers.  
Goemann Grain Co., grain buyers.\*  
King & Co., C. A., grain, clover seed.\*  
Southworth & Co., grain commission.\*  
Wickenhiser & Co., John, rcvrs. & shippers. of gr.  
Zahn & Co., J. F., grain, seeds.\*

### TOPEKA, KAN.

Norton Grain Co., milling wheat a specialty.

### TRINIDAD, COLO.

Bancroft-Marty Feed & Produce Co., hay & grain

### WASHINGTON, D. C.

Craig, J. V., hay and grain broker.\*

### WICHITA, KANS.

#### Board of Trade Members.

Baldwin-Barr Gr. Co., receivers & shippers.  
Keith Gr. Co., N. H., brokers & commission.  
Woodside-Smith Gr. Co., receivers & shippers.

### WINFIELD, KANS.

Head Grain Co., grain, millfeed, seeds.

\*Members Grain Dealers National Association.

## BALTIMORE CHAMBER OF COMMERCE MEMBERS

### CHAS. ENGLAND & CO.

Commission Merchants

GRAIN :: HAY :: SEEDS

308-310 Chamber of Commerce, BALTIMORE

### CONSIGNMENTS A SPECIALTY JOHN T. FAHEY & CO.

Commission Merchants

Grain Receivers and Shippers

In the Market every day

Remember us on Rye

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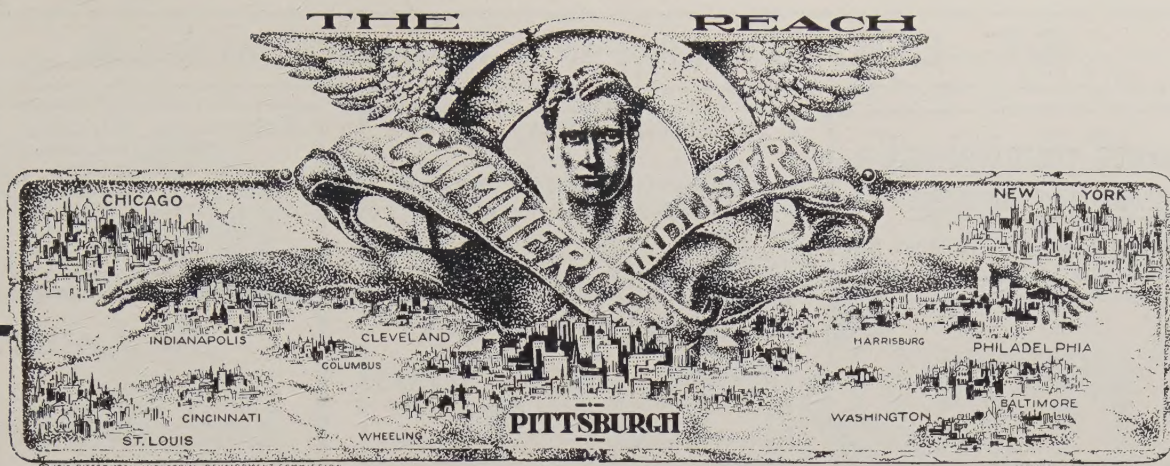
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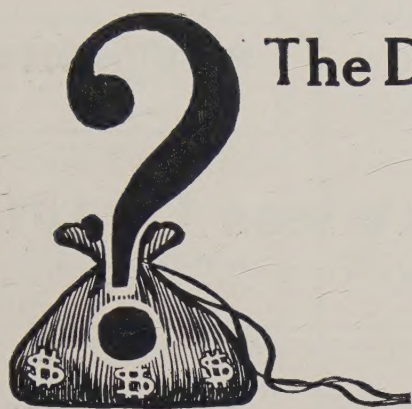
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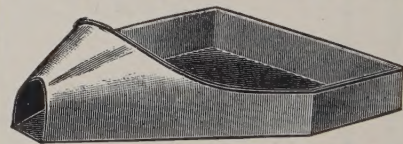
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"The permanent success of our business depends on our customers' continued satisfaction. Our business has been established forty years."

**PRATT & CO.**

Grain Commission Merchants

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When making consignments to Buffalo, that we do a  
STRICTLY COMMISSION BUSINESS  
**W. G. HEATHFIELD & CO.**  
Members of Corn Exchange, BUFFALO, N. Y.

**Electric Elevator & Milling Co.**

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Consignments Solicited  
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**S. M. RATCLIFFE**

Grain, Hay and Straw  
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Send us a trial car; it will convince you of the merit of our service.

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Upon readers patronage of its advertisers depends the success of the *Grain Dealers Journal* work. Will you mention it?

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Buy, Sell, Handle Consignments, Grain and Hay, make Pure Corn Chops, Sack grain, quote prices delivered any R. R. station.

"All We Know Is Consignments"  
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Omaha Consignments  
RECEIVE MORE-THAN-SATISFACTORY-SERVICE  
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Office, Brandeis Bldg., Omaha, Neb.

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It is no speculation to ship us your grain. It's a sure thing you will be satisfied.

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909-11 Railway Exchange Bldg., MILWAUKEE, WIS.  
We also handle all grades of chicken feed wheat  
feed barley, screenings, off-grade  
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### TRY M. G. RANKIN & CO.

on consignments of  
**Barley, Rye, Corn, Oats**  
First Floor, Chamber of Commerce  
MILWAUKEE

### Quotation Record

16 sheets of bond paper ruled to facilitate keeping a daily record of the market prices of options on "Change. Each sheet or chart is headed "Board of Trade Quotations for the Week Commencing Monday—, 190—. Each sheet has twelve columns provided for different options, four for Wheat, four for Corn and four for Oats; also spaces for the market on each at 9:30, 10:30, 11:30 and 12:30 and the close, as well as the closing price the previous week.

As a handy reference record of market prices it has no equal. Each sheet is 9 1/2 x 9 1/2 inches and has spaces for one week's record. The sheets are put up in blocks of sixty—a year's supply. Order Form 97A, price 75 cents.

**GRAIN DEALERS JOURNAL**  
315 So. La Salle Street CHICAGO, ILL.

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20-21 Chamber of Commerce, MILWAUKEE, WIS.

23 years experience in Milwaukee market  
Consignments and shipping orders  
given special attention.

### CHICAGO MINNEAPOLIS J. V. LAUER & CO.

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**BARLEY A SPECIALTY**  
Ship us your next car. Chamber of Commerce  
MILWAUKEE, WIS.

F. R. Morris, Pres. T. W. Parry, Sec'y-Treas.

**Morris-Parry Grain Co.**  
Buyers and Shippers All Kinds Grain  
503 Chamber of Commerce  
Milwaukee, Wis.

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DAILY and WEEKLY PRIVILEGES  
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Send for our Put an Call Circular.

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### JOHN WICKENHISER & CO.

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We make track bids and quote delivered prices.  
Solicit consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
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Read the Advertising pages.  
They contain many stories of interest.  
The *Grain Dealers Journal* pre-  
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**WHEN "SEEDY"**  
Try  
**C. A. KING & CO.**  
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All MEMBERS TOLEDO AND CHICAGO BOARDS TRADE  
Consignments Solicited

We Buy Seeds by Sample

low the average... at firm at  
mediate start, fair buying orders w  
ho pressure. Strength in coarse grains  
a factor in wheat at the moment.

EAT AT  
LEGE INN

## SOUTHWORTH'S DAILY LETTER

**SOUTHWORTH & CO.**  
36-37 PRODUCE EXCHANGE  
GRAIN, SEEDS AND PROVISIONS - CASH AND FUTURES

E. L. SOUTHWORTH  
KENTON D. KEILHOLTZ

MEMBERS:  
TOLEDO PRODUCE EXCHANGE  
CHICAGO BOARD OF TRADE

BOTH LONG DIS-  
TANCE PHONES 555

### Saturday, June 28, 1913

Good rains Northwest increased wheat selling, market finished a little lower. Heavy profit taking following the recent sharp advance in coarse grains was responsible for moderate setback in both corn and oats.

Clover seed finished the week strong with March added to the list of trading futures. Alsike recovered some from the losses made earlier in the week, but finished at 40c down from last Saturday. The past week has been one of much activity in timothy seed. Holders of cash timothy are selling the distant interest on the bulges, while many drought sections have been the incentive of considerable speculative buying.

The present heat wave covers the great central grain belt, the natural habitation of corn and oats. Corn is kindly disposed to high temperatures, but cannot endure too many days in the nineties without generous rains. Four or five days more of this torridity would mean corn anxiety.

Oats are in no shape to withstand the hot air blast. We continue to receive advices of poor oats condition covering

a surprisingly large area. An analysis of Kansas condition shows only 25% of a crop probable in the heaviest producing counties of 1912. The acreage is about the same as last year but condition is only 49.3. Kansas is a moderate oats producer, raising 55 million last year.

Spring wheat is just beyond the range of the extreme heat. Duluth shivered this morning with 44 degrees. Spring sections have had good rains—up to an inch in places. It is relieving some of the tension over that area. Spring wheat is ready to enter on the last 20 days of the crop making period with a very good chance for a fair sized yield.

For reasons directly traceable to present weather and the low start, oats are receiving unusual attention at the hands of investors. Corn is likewise showing strength on the general feeling of a scant year in coarse grains and the outlook for a reduced yield.

### Note to Millers.

Beginning today, we discontinue our daily quotations. However—we can supply your requirements, and will gladly quote you on wheat of any grade or variety. Wire or phone us, when in the market.

### We Want Your Wheat

Mr. Shipper:—Our bid for your wheat appears in this letter every day. Watch our quotations and favor us with at least some of your business. Millers:—If you become overstocked on wheat, maybe you will find it profitable to take advantage of our bids. We will also be glad to handle your hedging or-

### WE BID FOR WHEAT

Track Toledo for acceptance to reach us by 9.00 A. M. Monday

No. 2 Red Wheat, July 28th. 90c No. 2 Red Wheat, July and Aug. 90c

### Sell your wheat to advantage

Keep in touch with the trend of prices.

Read our Daily Letter, published in Toledo Daily Market Report, as reproduced here.

It contains our daily bid for wheat and interesting forecasts of market possibilities.

Sent regularly on request.  
**SOUTHWORTH & CO.**  
Toledo

CONSIGNMENTS TO US PAY BEST



## RECEIVERS, SHIPPERS AND BROKERS

**McCRAY, MORRISON & COMPANY**  
*Shippers of Corn and Oats*  
**WHOLESALE GRAIN DEALERS**  
 When you want QUICK SERVICE, HIGH QUALITY and SATISFACTORY PRICES in this line, consult us.  
 None are more able to give you this than we.  
 Correspondence Solicited. **KENTLAND, INDIANA**

**E. A. GRUBBS GRAIN CO.**  
 Greenville, Ohio

Wants Correspondence with members of the Grain Dealers National in Ohio, Indiana and Illinois. We want strictly sound winter wheat, yellow shelled corn and re-cleaned white oats.

**McLANE, SWIFT & CO.**  
**Grain Merchants**

announce the removal of their office from Battle Creek to  
 405 Chamber of Commerce  
**DETROIT, MICHIGAN**

**Paul Kuhn & Co.**  
 Receivers and Shippers of  
**GRAIN**  
 Terre Haute and Evansville, Ind.

**CRABBS REYNOLDS  
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**GRAIN AND CLOVER SEED**  
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**IOWA-DAKOTA GRAIN CO.**  
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 FURNISHING GRAIN TO MILLS AND INTERIOR POINTS A SPECIALTY  
 Write or Wire for Prices. **SIoux CITY, IA.**

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**GRAIN HAY STRAW**  
 Dried Beet Pulp. "Hector" Distillers Grain, Mill Feed

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 Receiver and Shipper of  
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**The D. W. RANLET CO.**  
 708 Chamber of Commerce, BOSTON, MASS.  
 Cash buyers of all kinds of grain, for the New England Territory. Sample wheat, barley, screenings, oat-feed, malt sprouts, etc., specialties. We solicit correspondence

**BALDWIN GRAIN COMPANY**  
**GRAIN BROKERS**  
**BUYERS OF CAR LOTS**  
 R. C. BALDWIN, Mgr. BLOOMINGTON, ILL.

**L. E. SLICK & CO.**  
 402-405 Livingston Bldg., Bloomington, Ill.  
**CASH GRAIN**  
 We Buy Grain for All Markets.  
 Both Phones. Get Our Prices.

**MATTHEW D. BENZAQUIN**  
**GRAIN AND FEED**  
 Brokerage and Commission  
 DOMESTIC AND EXPORT  
 505 Chamber of Commerce, Boston, Mass.

**W. W. WILLIS**  
**BROKER**  
 Central West Virginia Territory  
 Correspondence solicited.  
 Lowndes Bldg. Clarksburg, W. Va.



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 BUYERS AND SHIPPERS OF  
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**If You Have**  
 NEW RED OATS  
 NEW ALFALFA HAY  
 or NEW ALFALFA MEAL  
**For Sale**  
 Write to  
**JOSEPH GREGG & SON**  
 GRAIN AND HAY BROKERS  
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**U. S. FEED & GRAIN CO.**  
 Dealers in GRAIN, HAY, MILL FEED  
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**WILLIS E. SHELLEN**  
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**KANSAS HARD WHEAT**  
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**KINSEY BROS.**  
**GRAIN, HAY and SEED MERCHANTS**  
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 NORTH MANCHESTER, INDIANA

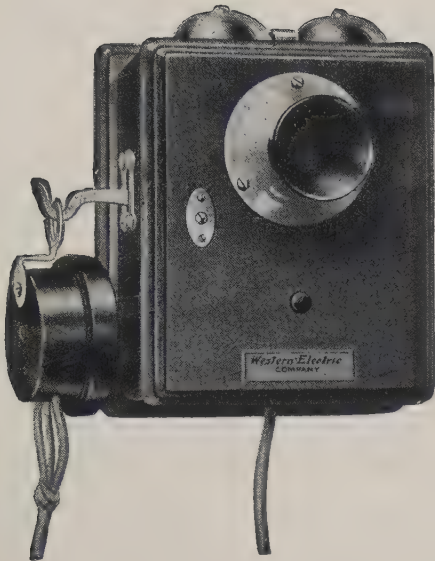
**CONSIGN—McCASKEY-WILLITTS CO., Empire Building, Pittsburg, Pa.**  
 Incorporated \$50,000.00  
**"THEY HAVE THE TRADE"**  
**GRAIN, HAY AND STRAW**  
 Liberal Advance on All Shipments

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 Grain and Commission Merchants  
 FRED W. BLINN, Manager, 601-2-3 Chamber of Commerce, DETROIT, MICH  
 Consign to or wire us your offerings on CORN and OATS

**Dumont, Roberts & Co.**  
 Solicit Your Detroit Consignments  
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of your organization  
all the time

A system of

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will provide the means for securing real  
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Give your department heads and yourself the  
advantages of automatic instantaneous communi-  
cation with any other department and watch the  
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or waiting.

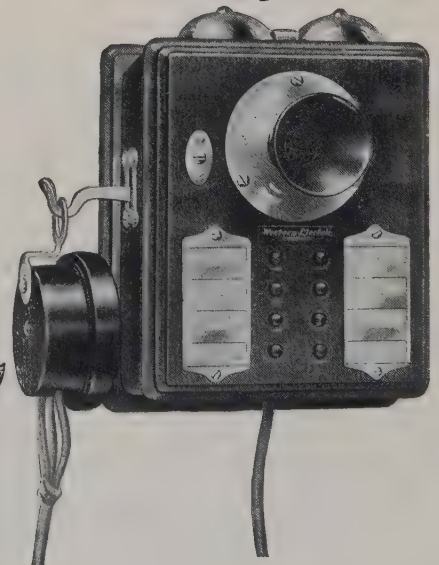
*Send for booklet and prices*

### **WESTERN ELECTRIC COMPANY**

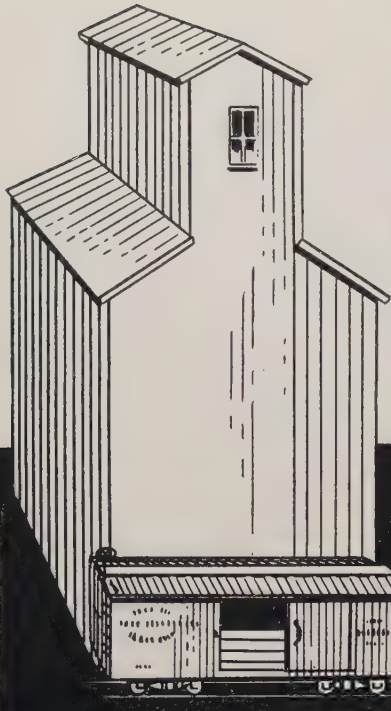
*Manufacturers of the 7,000,000 "Bell" Telephones*

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Richmond	Cincinnati	Denver	Houston	Vancouver	Johannesburg
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**EQUIPMENT FOR EVERY ELECTRICAL NEED**



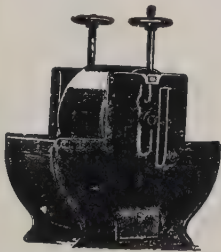




# Everything for the elevator

## CAST IRON BOOTS

Adjustable, All Sizes

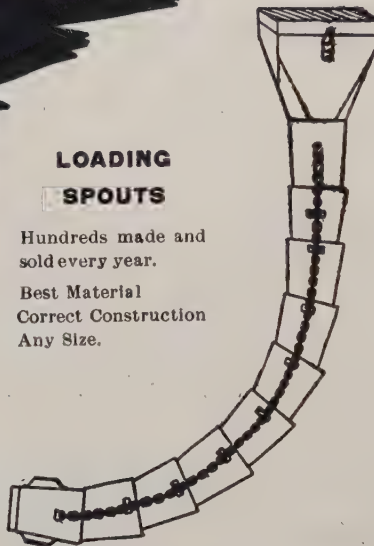


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TRANSMISSION ROPE  
DISTRIBUTING SPOUTS  
INDICATOR STANDS  
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CONVEYORS  
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DUMPS  
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EAR CORN FEEDERS  
FEED MILLS  
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## LOADING SPOUTS

Hundreds made and sold every year.

Best Material  
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Any Size.



## PULLEYS

Cast Iron,  
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Wood Split,  
Friction,  
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Large Stocks.



## SPROCKET WHEELS

Plain  
Split or with  
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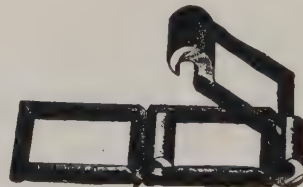


## SALEM AND EMPIRE CUPS



## SPROCKET CHAIN

All Sizes



## BOOT PANS

All Sizes



## COMPLETE LINE OF BEARINGS

Plain and Self-Oiling.



## GRAIN TESTERS

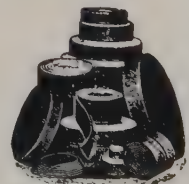
Both HOWE and  
CHAMPION  
carried in stock.



## RUBBER and LEATHER BELTING.

Our Seamless Rubber Belting is the best for elevator service and is guaranteed.

## WAGON HOPPER and DUMP SCALES



**Gasoline Engines - Automatic Scales - Corn Shellers - Cleaners**

Let us send our Handy Net Price Catalog. Special Prices on Complete Elevator Equipment.

LET US MAKE YOU A PRICE

**LARGEST STOCK  
LOWEST PRICES**

**American Supply Co.**  
OMAHA NEB

**Grain Elevator Machinery and Supplies.**





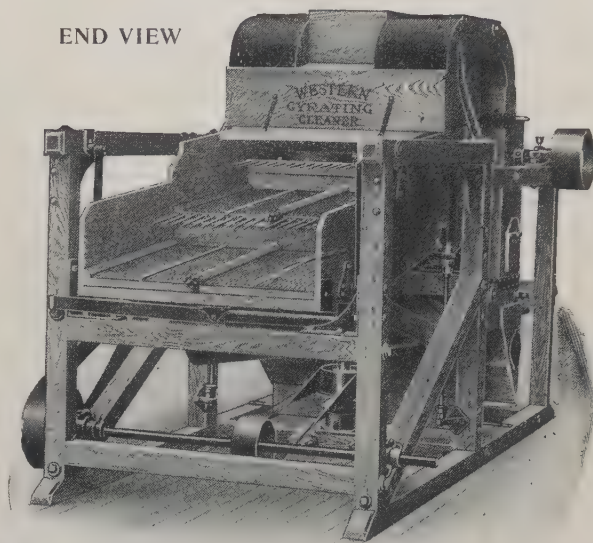
Where An Improvement  
Is Needed A "WESTERN" MACHINE  
invariably satisfies the need—for a long time

A "Western" Gyrating Cleaner is not a luxury, it's an investment where the dividends not only pay for the investment, but insure utmost profit on every car of grain shipped.

It isn't the quantity of the grain which brings the premium prices, it's the quality. With the enormous crop, grain buyers and receivers are more discriminating in buying grain. They want good, sound, clean grain, and are willing to pay over the market to satisfy their want. And it's the wise grain man who is satisfying that want. He has, or is installing, a "Western" Gyrating Cleaner.

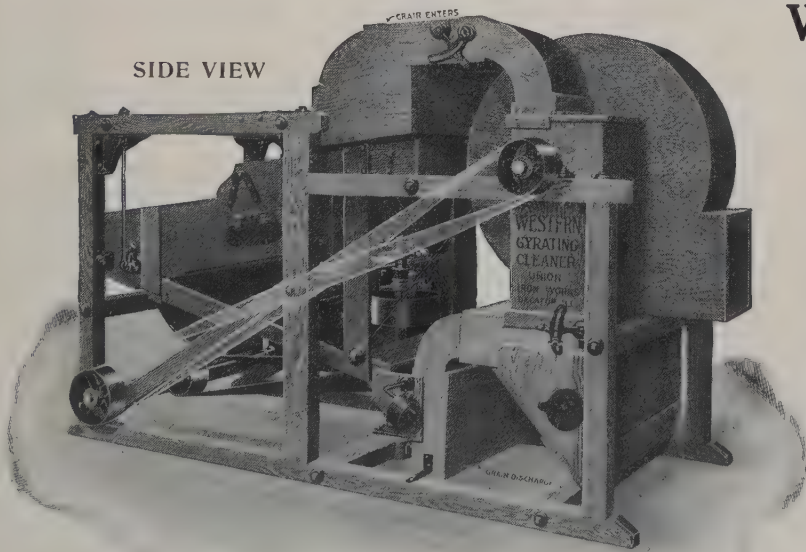
Your neighbor gets top prices. Why not you?

END VIEW



The SATISFACTION of QUALITY remains  
long after the price has been forgotten. That's  
The "WESTERN WAY"

SIDE VIEW



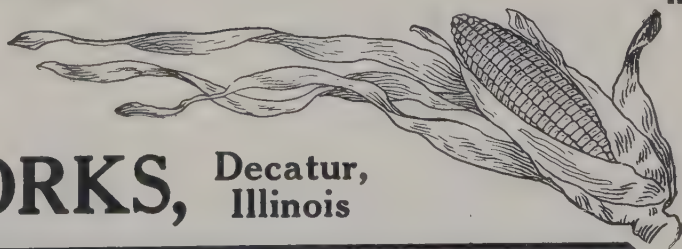
Why a "Western"—

Any grain cleaner will clean grain, but a "Western" Gyrating Cleaner cleans any grain best, cheapest and most satisfactory.

A "Western" cleans more grain better than any other cleaner of equal capacity on the market; better separation, better control, less vibration, greater durability, and the least expensive and most satisfactory cleaner for any grain man to install. Cleans small grains as well as corn with simple and easy changing of adapted screens.

It doesn't cost anything to know more about a "Western" Gyrating Cleaner, but it does cost a whole lot more not to.

You ought to have our book, "Everything from Pit to Cupola," for everytime reference. Let us send it to you.



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Minneapolis, Minn.

Manufacturers of

The Latest MAN LIFT with wire rope guides, Distributing and Flex Spouts, Boot Pans and Wagon Dumps.

Complete Elevator Equipments a Specialty

Write for New Catalogue just out.

## PEERLESS-V-BELT

The only high speed chain drive operating without lubrication.

Can be run at very high speeds on very short centers.

Not affected by moisture, dust or grit.

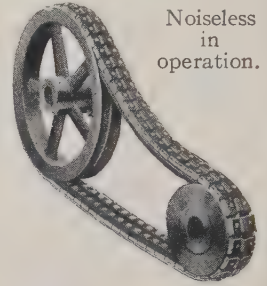
Principle of wedge being fully utilized assures non-slippage.

The only belt for that short drive.

Write today for more about it, as shown in Booklet 115.

**Peerless-V-Belt Co.**

Chicago New York Cedar Rapids



Lightning may not strike in the same place twice, but it strikes two places at once—

### Your Elevator and Your Pocket Book.

Why take the chance of not only losing your elevator, at the most profitable time of the year? It's too costly.

## AJAX SYSTEM

of Lightning Protection assures an economical and absolute protection.

Every Summer storm is another risk. Write today for particulars and booklet.

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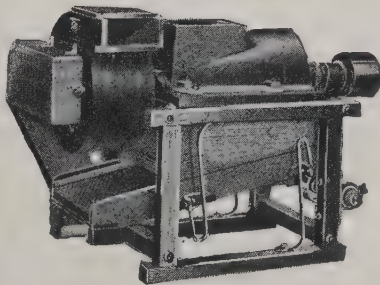


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**GRAIN DRYERS**—All sizes, **CRUSHERS, SHELLERS and MILLS CONVEYORS and ELEVATORS, CHAIN BELT and SPROCKET WHEELS, OAT MEAL and PEARLED BARLEY MACHINERY, HOMINY MILLS**

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America's Leading Mill Builders

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SIXTY YEARS OF SUCCESSFUL MANUFACTURING

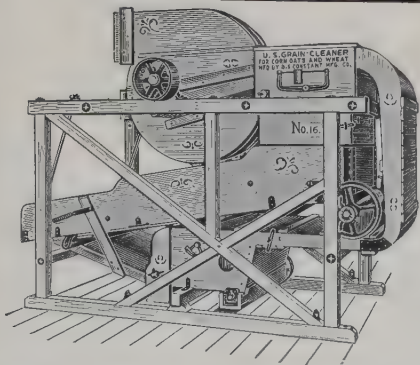
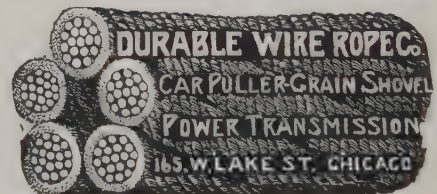
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Rubber Protector, \$2.00

Send postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

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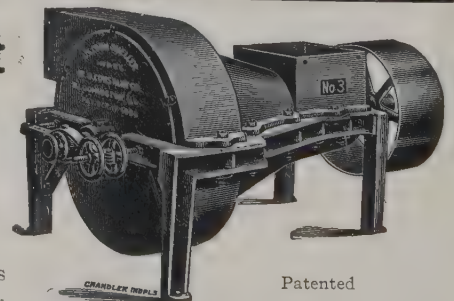
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CONSISTS OF OUR

Self-Locking Rail Dumps, B. S. C. Chain Drag, U. S. Corn Sheller, U. S. Corn, Oats and Wheat Cleaner, Ball-Bearing Safety Manlift, Dandy Turn Heads, Dust Collector, Elevator Boots and Heads.

Any contractor will furnish our specialties if you will specify them. So don't forget.

Catalog and our Expert's Services are yours free of charge.

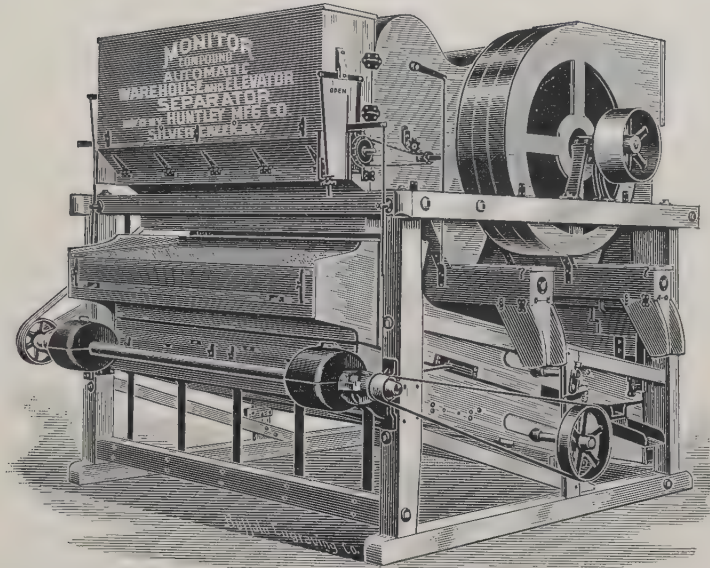


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Several Patents

Our late "automatic" model—closest cleaning cleaner of today yet the least wasteful in separations. Heaviest in construction and finest outfitted—smoothest action and lightest powered separator built anywhere. Simple, accessible mechanism, free manipulation, perfect regulation. No other cleaner like it—our several patents preventing. Its equipment carries the most in modern improvements in grain cleaners of today—our catalog No. 45 explains.

## The most for a dollar in grain cleaners

From the dollars you invest in a grain cleaner handsome profits should come—the better the cleaner the better the investment. It is not that other makes of grain cleaners do not show a profit, but rather that the "Monitor" stands out alone as the one make of cleaner holding an undisputed title, the world over, to the-most-for-a-dollar-in-grain-cleaners, as any prominent grain dealer will tell you; ask him.

**HUNTLEY MFG. CO., Silver Creek, N. Y.**





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**SOLID WOVEN  
WATERPROOF  
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**BUILT  
ESPECIALLY FOR  
ELEVATOR WORK**

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## A Special Belt for Elevating and Conveying Grain

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**DOUBLE-STITCHED  
BELTING**



Are you interested in a belt which will not only give maximum service handling grain, but will also cause no trouble from bucket bolts pulling out, plies separating, or edge abrasion?

Write us for sample and convincing "Reasons Why" REXALL BELTING will fill this specification.

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CONTRACTOR OF **Grain Elevators.**

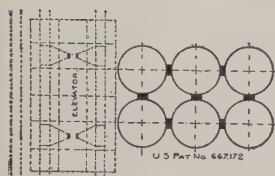
Especially Designed for Economy  
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### DO YOU WANT?

a modern and up-to-date  
elevator? Then write to

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"Builder of Modern Elevators"  
Plans and Estimates on request.

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For the kind that give satisfaction, write,  
**W. H. CRAMER**  
ST. PAUL NEBRASKA NO. PLATTE

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We are pioneers in this line and are building  
tanks in the good old fashioned way. Joints  
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the necessity of high grade workmanship to  
make steel storage a success. We do it.

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**MODERN GRAIN ELEVATORS**

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assures you the same satisfaction

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ELEVATOR BUILDERS

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**ERECTS** ELEVATORS  
CORN MILLS  
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Designers and Builders of **GRAIN ELEVATORS**  
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Contractor and Builder of Grain Elevators.  
20 years' experience. Estimates furnished.

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**Elevator Transfer Houses**

Repair and Remodeling Only

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SIOUX CITY, IOWA

No Job Too Big, None Too Small

### GRAIN ELEVATOR CONSTRUCTION COMPANY

Builders of Grain Elevators, Flour Mills and Buildings of Every Design

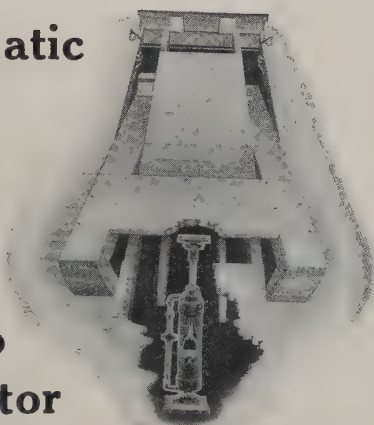
A. J. CLARK, Manager

WILLISTON, NORTH DAKOTA

### If Your Business

isn't worth advertising  
advertise it for sale.

**An Automatic  
Dump  
Controller  
actually  
brings more  
business to  
your elevator**



Farmers soon realize the safety, quietness and ease with which you can  
dump their wagons, and sooner than run the costly risks of runaways,  
broken legs and wagon damages they haul their grain to the elevator  
equipped with an **Automatic Dump Controller**.

L. J. McMillin,  
Indianapolis, Ind.

Maple Park, Ill., May 7th, 1913.

Dear Sir—Find enclosed our check for \$12.00 for Automatic Dump Con-  
troller. Please acknowledge receipt of the same.

I have never seen anything that worked as nice as it does. We certainly are  
pleased with it.

Very truly yours,

(Signed) NELSON & FRASER.

Simple, durable, automatic, no gearing, easily installed, out of the way,  
self lubricating, and does not affect the sink room. The increasing demand,  
with over 600 in use today, should warrant your investigation.

### McMillin Elevators

handle more grain faster and at a lower construction and operation cost.  
Not for the first month, or first year, but always. Any type, size,  
capacity, price of elevator construction executed with the hope that your  
elevator will be as satisfactory to you as the many others have been  
which prompted your trial.

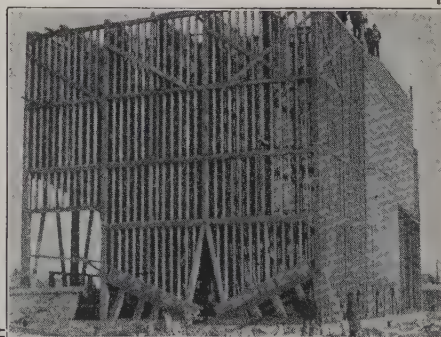
**L. J. McMillin**

Board of Trade  
INDIANAPOLIS, IND.

### From a ten-penny nail to the largest timber

every part of a  
**RELiance  
ELEVATOR**  
is installed for a  
purpose, and in-  
stalled so it will  
serve its purpose.  
Plans and esti-  
mates.

**Reliance  
Construction Co.**  
Board of Trade  
INDIANAPOLIS



### THESE TWO FACTORS— QUALITY AND PRICE

should be most carefully weighed when consid-  
ering the construction of a grain elevator, mill  
or warehouse. We assure you of the **HIGHEST  
QUALITY** and the most **REASONABLE** price  
consistent with first-class work. It costs noth-  
ing but a stamp to consult us. Take the few  
minutes today. Write the

**Newell Construction Co.**

Cedar Rapids, Iowa

**GRAIN STORAGE RECEIPTS** for keeping a record of grain  
on bond paper 10 1/2 x 3 1/2 in., in each book. Order form No. 4. Price 50 Cents.  
GRAIN DEALERS JOURNAL, 315 S. La Salle Street, CHICAGO



## GRAIN ELEVATOR BUILDERS

REAL Builders of  
REAL Elevators

We can build at very low cost, if you want that kind of an elevator. Does it pay?

Wood or Concrete Construction.

## YOUNGLOVE CONSTRUCTION CO.

218-220 Grain Exchange, SIOUX CITY, IOWA  
WESTERN OFFICE, Box 326 Harlowton, Montana

## CAR ORDER BLANKS

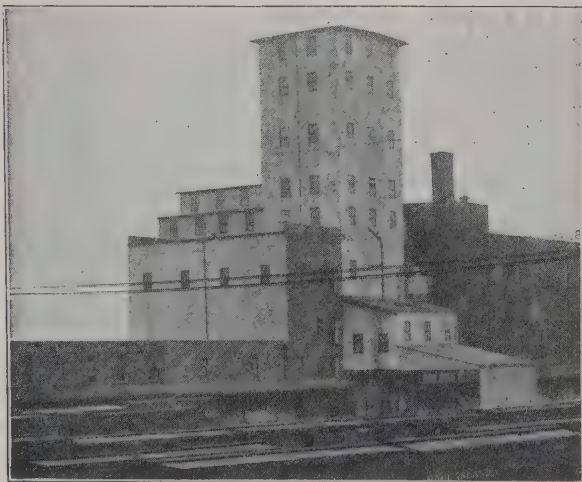
**FORM 222 C. O.** So many grain shippers are experiencing difficulty in obtaining cars, many are now keeping a carbon copy of each order for cars, in order to keep an accurate record of their efforts to obtain cars, to facilitate proving delay by railroad company and to encourage railroad agents to heed shippers' needs. Car order blanks are put up in books of fifty, with machine perforations, so that order can be torn out and sent to carrier's agent and carbon copy be retained in book. Fifty orders and 50 duplicates in each book. **Price, 50cts.**

## GRAIN DEALERS JOURNAL

La Salle Street

Chicago, Ill.

**Reinforced Concrete Grain Elevator, Feed Mill and Warehouse, built in 1910 for Buffalo Cereal Co., at Buffalo, N. Y.**



**Fireproof Construction Elevators, Mills and Warehouses. We prepare plans and make lump-sum price for the complete work.**

## MONARCH ENGINEERING CO.

Chamber of Commerce

BUFFALO, N. Y.

Fireproof Elevators  
QUALITY  
PRICE  
RESULTS

Everything Right

G. C. Christopher

A. C. Rynders

Owners

## P. H. Pelkey Construction Co.

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Wichita, Kansas

Phone Mkt. 374

## YOUR BUSINESS

can be introduced to the progressive grain dealers of the country under most favorable circumstances (and you will be in good company) by the judicious use of space in the

**GRAIN DEALERS JOURNAL, OF CHICAGO**

B

B

BURRELL  
Builder of Best Built  
ELEVATORS

(In wood or concrete.)

The only Elevator Builder in the World now in Australia consulting with the Australian Government for the Design and Construction of their system of Country and Terminal Elevators.

Also building in Canada.

With this record of International Importance, why go further?

We maintain the following offices for your convenience.

## Burrell Engineering &amp; Construction Comp'y

1102-8 Webster Bldg., Chicago  
(Opposite Board of Trade)

404 Iowa Loan & Trust Bldg., Des Moines, Iowa  
111 W. North St., Indianapolis, Ind.

827 Chamber of Commerce, Detroit, Mich.  
Fort William, Ontario

B

B



## GRAIN ELEVATOR BUILDERS

### Morley Bros., Haden & Plott

DESIGNERS AND CONTRACTORS  
GRAIN ELEVATORS

WICHITA - - KANSAS

### ELEVATOR BUILDERS

and general contractors. Modern and up-to-date elevators. Plans and specifications on request.

NAPPER & PERSSON  
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Grain Elevators  
Warehouses Seed Houses  
WOOD OR FIRE PROOF

T. E. IBBERTSON  
Elevator Builder  
Minneapolis Minn.

### Grain Storage Construction Co.

Mutual Life Bldg., BUFFALO, N. Y.

Builds Steel and Concrete Elevators  
WRITE US FOR CATALOG

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Designing and Construction  
Made a Specialty

WITHERSPOON-ENGLAR CO.  
MONADNOCK BLOCK, CHICAGO

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Contractors Mills and Elevators  
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BUILDERS  
UP-TO-DATE

## Elevators

WOOD OR FIREPROOF  
Get Our Estimates

619 Flour Exchange, MINNEAPOLIS

### JOHN S. METCALF CO.

GRAIN ELEVATORS  
ENGINEERS CONSTRUCTORS  
Plans and Specifications a Specialty  
Montreal, Que. Chicago, Ill.

### The C. A. Lowe Construction Co.

Enid - Okla.

Wants to Figure on Your Next Elevator  
Plans and Specifications a Specialty

### MACDONALD ENGINEERING CO.

DESIGNERS AND BUILDERS OF

### GRAIN ELEVATORS

MONADNOCK BLDG., CHICAGO, ILL.

### J. A. HORN FRANKFORT, IND.

624 Board of Trade Bldg., Indianapolis, Ind.

Contractor, Designer and Builder of  
Grain Elevators, Mills & Warehouses  
Wood, Concrete or Steel

## FLOUR MILLS and CONCRETE STORAGE TANKS

Contractors

O. J. LEHRACK

Kansas City, Mo.

## ACCOUNT BOOKS FOR SALE BY

GRAIN DEALERS JOURNAL, CHICAGO

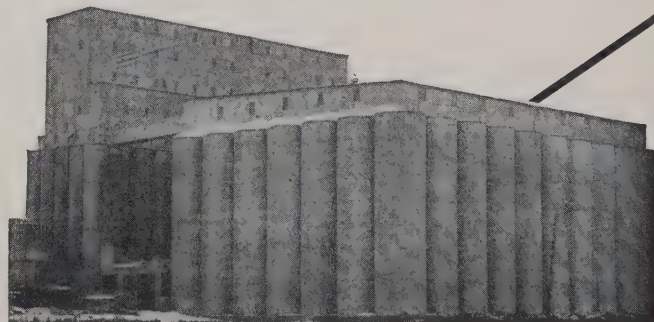


THIS Fire Proof Grain Elevator now under construction for the Canadian Government at Port Arthur, Ontario.

### The Barnett & Record Company

Minneapolis	-	-	-	-	Minnesota
Fort William	-	-	-	-	Ontario
Duluth	-	-	-	-	Minnesota

Write us for Designs and Estimates



Grand Trunk Pacific Elevator at Fort William, Ontario.  
Capacity 3,500,000 Bushels.

## JAMES STEWART & CO.

### CONTRACTORS

DESIGNERS AND BUILDERS OF

## GRAIN ELEVATORS

IN ALL PARTS OF THE WORLD

GRAIN ELEVATOR DEPT., 1811 Fisher Bldg., Chicago  
W. R. SINKS, Manager R. H. FOLWELL, Engineer

We also do General Contracting and have Offices  
in the following cities. Write or call on any of them

New York, Hudson Terminal Bldg.	New Orleans, La., Hibernia Bk. Bldg.
Pittsburg, Pa., Henry Oliver Bldg.	Denver, Colo., First Nat. Bank Bldg.
San Francisco, Cal., 709 Mission St.	Canada, Eastern Township Bk. Bldg.
Canadian Stewart Co., Ltd., Montreal	Fort William, Ontario, Canada
St. Louis, Mo, Bank of Com. Bldg.	



# RAILROAD CLAIMS COLLECTED

**"The Worry-  
Less Way"**

**ROBERT W. WILES  
& COMPANY**

Suite 805 Gloyd Bldg.  
KANSAS CITY, MO.

**Write Us for  
Information**

REFERENCES:  
Produce Exchange Bank,  
The Packer, and  
Our Clients.

You would not store your grain in an elevator if you knew that it would have no protection from rain, snow, fire, etc. Great care is always taken to avoid these losses. Why not investigate your weighing loss? We invite your investigation into the merits of

## "The STANDARD" Scales

**"The Scale Standard"**

It is just what the name says.

The Standard for Accuracy, Durability, Reliability and High Grade Construction.

Universally used by the largest scale users in the world.

They consider quality, not quantity. Take that into consideration when again in the




market. We manufacture scales from  $\frac{1}{8}$  oz. to 200 ton. Also special scale for particular requirements. Ask for catalog No. 120.

## THE STANDARD SCALE & SUPPLY CO.

Manufacturers of High Grade Weighing Machinery


243-245 Water St., Pittsburgh, Pa.

CHICAGO, 1345-47 Wabash Ave. INDIANAPOLIS, 807 Hume-Mansur Bldg. CLEVELAND, 1547 Columbus Road



# Milwaukee Bags

Our "Aurora A" is a full size 2 bu. 16. oz. cotton seamless sack—strong and durable and we are selling at prices which will interest you. We make all sizes of Jute Grain Bags—write for prices. Why not "Hindoo" Jute Twine for tying?



Milwaukee Bag Co., Milwaukee, Wis.

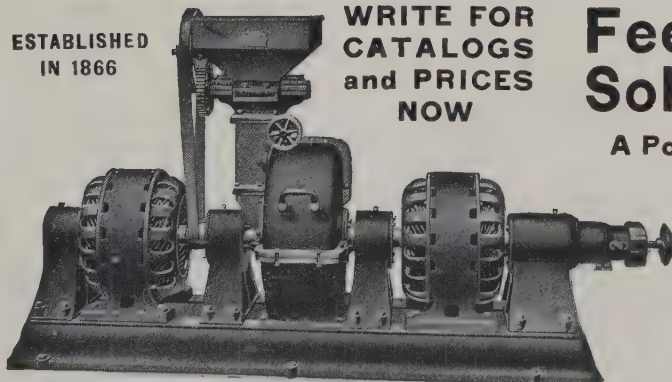
# "Monarch" Ball Bearing

ESTABLISHED  
IN 1866

WRITE FOR  
CATALOGS  
and PRICES  
NOW

**Feed Grinders will always  
Solve All Your Troubles.**

A Positive Saving of 25% or More in Power.



**Don't Forget!**  
**ELECTRICALLY**

Direct connected motor driven Ball Bearing Feed Grinders and Corn Crackers **Our Specialty**

You cannot afford to operate your plant without one of these "Monarch" mills, because of the large amount of power saved or the tremendous increase in capacity that you will obtain with present power. Guaranteed to never get out of tram. **TRY ONE OF THEM NOW**

"Monarch" Ball Bearing Direct Motor Driven Attrition Mill  
We manufacture the Largest, Most Improved, and Most Complete Line of Machinery for Flour and Feed Mills, Grain Elevators, etc., in the World.

**SPROUT, WALDRON & CO., MUNCY, PA.**

THE MILL BUILDERS, P. O. BOX 260  
WESTERN OFFICE: 9 South Clinton Street, CHICAGO

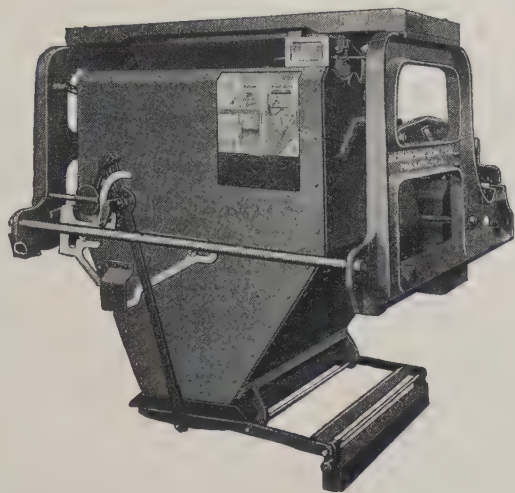
BRANCH OFFICES: } 613 McKay Building  
PORTLAND, ORE.

711 So. Second Ave., P. O. Drawer 1786  
GREAT FALLS, MONT.

1102 Farnum Street  
OMAHA, NEB.



## I SHOULD WORRY—



If I had to load a car over a hopper scale this hot weather. Darn dusty job, isn't it? Dust gets down your throat—makes you all the drier—HOT isn't the word.

Thousands of grain dealers have gotten around that dry feeling by installing a **Richardson Automatic Scale**. You have only to start it and you can then sit in your office or stay where it's cool. The Richardson does the weighing automatically and far more accurately

than any hand scale. It's the most **ACCURATE** of all scales.

### You Need One of These—Don't You?

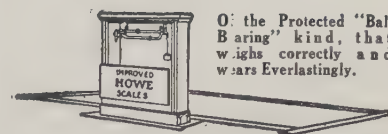
Besides having the best thing in scales we've the best bunch of men backing us. You'll like them. Have our state representative stop off and talk it over.

## RICHARDSON SCALE COMPANY

1909 REPUBLIC BUILDING, CHICAGO

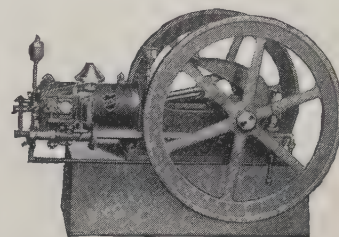
PASSAIC, N. J. MINNEAPOLIS, MINN. WICHITA, KAS. OMAHA, NEB. BUFFALO, N. Y.

## HOWE SCALES



Of the Protected "Ball Bearing" kind, that weighs correctly and wears Everlastingly.

### Automatic Grain Scales



### Otto Gasoline Engines

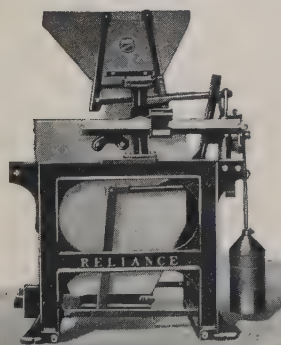
### Hall's Safes and Vault Fronts

### ELEVATOR MACHINERY AND SUPPLIES

WRITE FOR CATALOG "K"

### HOWE SCALE CO. OF ILL.

418-420 So. Third St., Minneapolis, Minn.



**I**F we used a hundred more parts on the **RELIANCE** Automatic Scale it would be no better than it is. In fact, it would not be as good and we would have to charge more for it.

**SIMPLICITY** means a great deal in the manufacture as well as in the operation of an Automatic Scale.

There is a twenty-five year's experience behind the **RELIANCE** and no little detail has been overlooked.

Investigate.

Write for Catalogue.

## National Automatic Scale Co.

West Pullman, Illinois

Power Equipment Co.,  
Minneapolis, Minn.,  
Northwestern Agents.

Orr Bros. Supply Co  
Cedar Rapids, Iowa,  
Iowa, Agents

### The Gerber Patent Flexible Chain Telescope Car Loading Spout



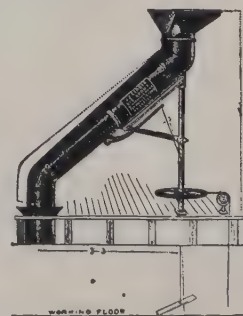
Will last longer than three ordinary flexible spouts because it is made of metal equal to saw blade.

Order one and be convinced.

Swivel Joint at S.

### The Gerber Improved Distributing Spouts

Are used in all parts of the country because they are made by skilled workmen, have a world-wide reputation, and will prevent the mixing of grain.



BEWARE OF IMITATIONS.

FOR SALE BY

**J. J. GERBER, Minneapolis, Minn.**

### SET OF BOOKS for Grain Dealers

Form 380 Record of Wagon Loads Bought } **PRICE, \$3.00**  
Form 385 Record of Car Loads Shipped

GRAIN DEALERS JOURNAL, 315 So. La Salle St., Chicago



## BOWSHER

(Sold with or without Elevator)  
**CRUSH** ear corn (with or without shucks) and **GRIND** all kinds of small grain. Have Conical-Shape Grinders. Different from all others.

### LIGHTEST RUNNING

(Our circular tells why)  
 Handy to Operate. Ten sizes 2 to 25 Horsepower.

**FREE** Booklet on "Values of Feeds and Manures."

The N. P. Bowsheer Co.  
 South Bend : : Indiana

## FEED MILLS



## NEW ERA MANLIFT



Users consider our "New Era" Manlifts to be the best—always reliable. We make

**HAND ELEVATORS  
 POWER ELEVATORS  
 DUMBWAITERS  
 INVALID HOISTS  
 BOX HOISTS, ETC.**

Write for prices when needing anything in our line

**Sidney Elevator Mfg. Co., Sidney, Ohio**  
 Mention this paper.

## SUCCESS SAFETY MAN LIFT

ATTENTION,  
ELEVATOR CONTRACTORS!

Write us for our Special  
 Proposition for 1913  
**DO IT NOW**

## HASTINGS

Foundry & Iron Works  
**HASTINGS NEBR.**



## CYCLONE

Patented



Dust Collecting Systems for your elevator.

**CYCLONE Dust Collector**

for your cleaners.

Complete slow speed dust collecting systems installed on modern plans and guaranteed.

Write today for further information.

**Cyclone Blow Pipe Co.**  
**CHICAGO**



## Saves Half the Power


BECAUSE

There is No-Back-Pressure

## The New "1905" Cyclone Dust Collector

Write for Catalog  
 on Dust Collectors

**The Knickerbocker Co.**  
**Jackson, Mich.**



## The Englehart Flexible Spout Holder and Carloader

- ¶ Saves pocketing of dust and dirt and lower grades of grains right in front of car door.
- ¶ Will grade your grain from one to two points higher on account of even distribution.
- ¶ Money refunded if Loader is not satisfactory after 15 days trial.
- ¶ Fully guaranteed.
- ¶ Write now for descriptive matter and references.

"Good proposition for Agents."

**L. E. TAYLOR & CO., Minneapolis, Minn.**

## HALL SPECIAL ELEVATOR LEG



Do you mix grain in your CUPOLA in Distribution?

Do you mix grain in your PIT in clearing chokes?

Do you find a SHRINKAGE from the latter, or a dockage at destination from the former?

Use our Hall Special which includes the Hall Signaling Distributor, and prevent the above annoyances, at the same time doubling the amount of grain elevated and doubling the lifetime of the cups and belts, with one tenth of the labor and trouble.

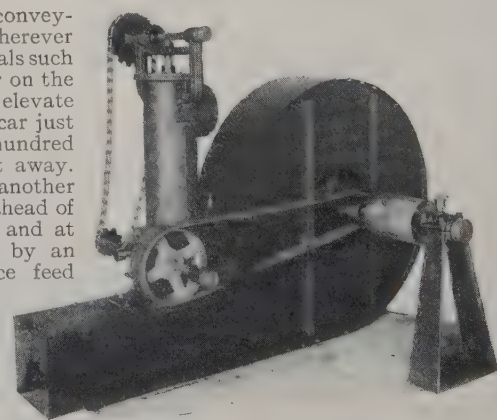
It is a Marvel of Simplicity.

**HALL DISTRIBUTOR CO., 222 Ramge Bldg., OMAHA, NEBR.**

## The Bernert Pneumatic Grain Conveyor <sup>A</sup><sub>N</sub><sup>D</sup> Elevator

For loading cars, trimming boats, conveying and elevating, can be used wherever grain, corn, seeds and lighter materials such as feed, is handled. It will transfer on the level, incline, around angles and elevate straight up, trim boats and load a car just as effectually at a distance of one hundred feet as if the car was only five feet away. Convey grain from one building to another as across the street. Grain is fed ahead of the fan, it being immaterial where and at how many points; air controlled by an automatic valve. Absolute force feed handles grain in any condition without damaging it in the slightest degree. Machine sent on trial.

Write for references and catalog No. 5 giving more detailed information.



**THE BERNERT MFG. CO., 3309 North Ave., MILWAUKEE, WIS.**



## Ball Bearing Safety ManLift



C. I. Boots  
Distributing Spouts  
Flexible Spouts  
Dump Irons  
Friction Clutches  
Pulleys  
Bearings  
Sprocket Wheels  
Sprocket Chain

### Complete Elevator Equipment

Order Now, Prices will be Higher Later

**Murphy Manufacturing Co.**  
KANSAS CITY MISSOURI

## LOADING SPOUT

FLEXIBLE CHAIN



Made of strong, durable steel.  
With hooks or hinges.  
New sections can be added if desired.

Order Now!

### F. M. Smith & Son

Manufacturers of  
Grain Spouting, Siding, Corner Irons, and Sheet Metal Work of All Kinds.

FREMONT :: NEBRASKA

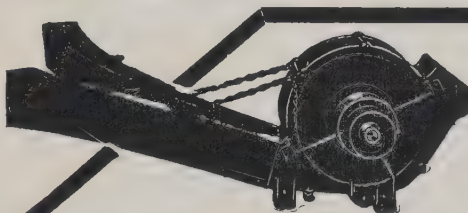
WHEN YOU WANT ANYTHING AND DON'T KNOW WHERE TO FIND IT  
WRITE BUREAU OF INFORMATION.  
GRAIN DEALERS JOURNAL CHICAGO, ILL.

If you only knew the many advantages to be had by equipping your mill or elevator with a

## WOLF EMPLOYES ELEVATOR

you would order one before night. Ask what the advantages are. Write TODAY.

**THE WOLF COMPANY**  
CHAMBERSBURG, PA.



### A Grain Man's Argument:

"We are still using the car loader bought of you in 1903, and will say that it has been in constant use, and works just as well as it ever did."

GARDNER & LEWIS,  
Cottage Grove, Ind.

"Works just as well as it ever did" after ten years constant use.

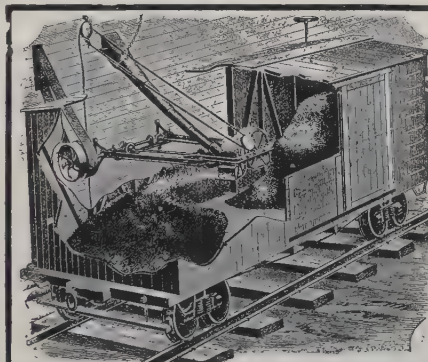
A most forceful argument in favor of the

### Boss Car Loader

The compactness, durability, practical design, and satisfaction in operation and installation, assures this loader lasting longer than any other. Let us send our "Boss" on approval.

**MAROA MFG. CO.**

Dept. 3 - - MAROA, ILL.



### LOAD ALL KINDS OF GRAIN

Elevator men who use gravity loading often wonder at the low grading at destination. The reason is that by gravity the light grain falls near the car door.

Actual tests have demonstrated a difference in bushel from this cause of from 2 to 3 pounds per weight. But this is overcome with a

### CHAMPION CAR LOADER

The mechanism of this machine is such that the grain going into the casing all together, the light with the heavy, is forced by the rotary to the extreme end of the car. This is an important factor in proper loading and the only way to get a fair grade at destination.

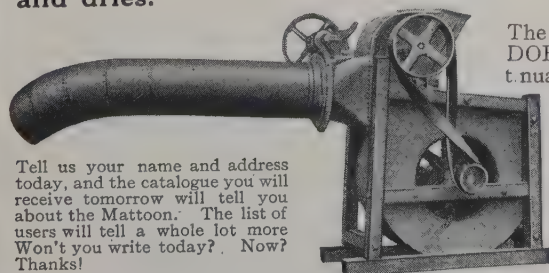
The Champion has other advantages.  
Write us for full particulars.

**E. BAUDER, - Sterling, Ill.**

## A Mattoon Car Loader

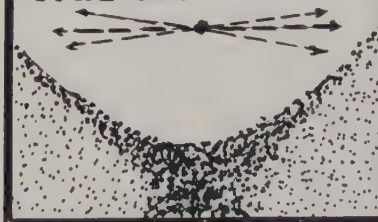
not only fills the largest car to full capacity, but actually betters the quality of your grain.

This combined grain cleaner and pneumatic car loader cleans, cools and dries.



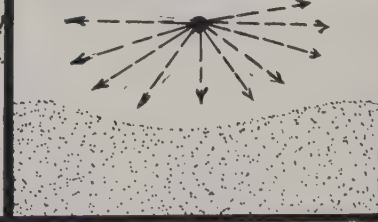
Tell us your name and address today, and the catalogue you will receive tomorrow will tell you about the Mattoon. The list of users will tell a whole lot more. Won't you write today? Now? Thanks!

THIS OR



Showing the loading of dirt in center of cars loaded with gravity spouts, or common automatic loaders.

THIS ?



Showing even distribution of grain by the Mattoon Pneumatic Car Loader and Grain Cleaner. No dirt.

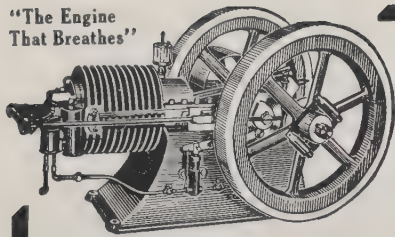
The grain is blown out, not forced out by revolving fans, hence the Mattoon DOES NOT MILL OR CRACK THE GRAIN. The loading spout is continually traveling from left to right in semi-circles, thus causing an even distribution of the grain, chaff and lighter grains. A Mattoon prevents the depositing of dirt, chaff small pieces of grain in the center of the car, as is common with gravity and other automatic loading spouts, and causing hot and off-grade grain.

The Mattoon is perfect in principle, practical in design, automatic in action, durable in construction, simple and easy in operation, and requires no attention after starting.

**MATTOON GRAIN CONVEYOR CO., Mattoon, Ill.**



"The Engine  
That Breathes"



THE GADE "BIG SIX"

## The Gade Air Cooler for Your Elevator

Twelve Months Service Every Year!

Quality Built — Easily Operated — Saves Every Third Gallon of Fuel

Put the GADE AIR COOLER in your Elevator and you will have an efficient, reliable engine that will work for you every hour of the day. It is economic on fuel consumption; always ready, summer or winter; seldom gets out of order and it won't be long before the GADE will save you enough money to pay for itself.

Get our special proposition at once for ELEVATOR MEN.

**GADE BROS. MFG. CO., 110 Main St., Iowa Falls, Iowa**

### SLIGHTLY USED

#### AND SAMPLE ENGINES

2—15 H. P. Fairbanks 2—20 H. P. Fairbank  
3—25 H. P. Fairbanks 1—30 H. P. Fairbanks  
1—48 H. P. Kerosene, Fairbanks  
1—50 H. P. Nash 1—60 H. P. Westinghouse  
1—85 H. P. Foos 1—100 H. P. Rathbury  
1—115 H. P. Bruce-Macbeth

Established 20 years. All references.

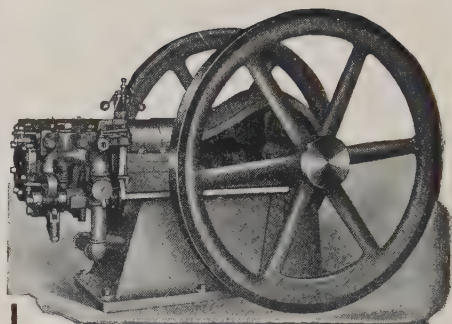
**A. H. McDONALD**

547 WEST MONROE ST., CHICAGO

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the advertiser  
in on the se-  
cret and tell  
him you saw  
it in the

**Grain  
Dealers  
Journal**



## IMPROVED NEW ERA

**Gas and Gasoline Engines**

10, 20 and 40 H. P., Little Giant from 8 to 20 H. P., also large number of factory rebuilt Little Giant and New Era Engines from 5 to 75 H. P.—Reliable and bargains.

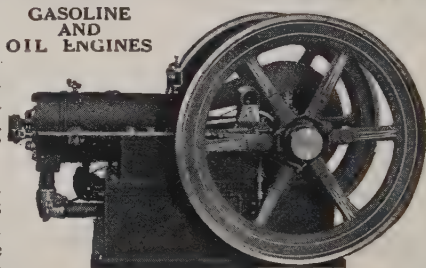
**THE PORTSMOUTH ENGINE CO.  
PORTSMOUTH, OHIO**

## LAUSON AND FROST KING

**GASOLINE  
AND  
OIL ENGINES**

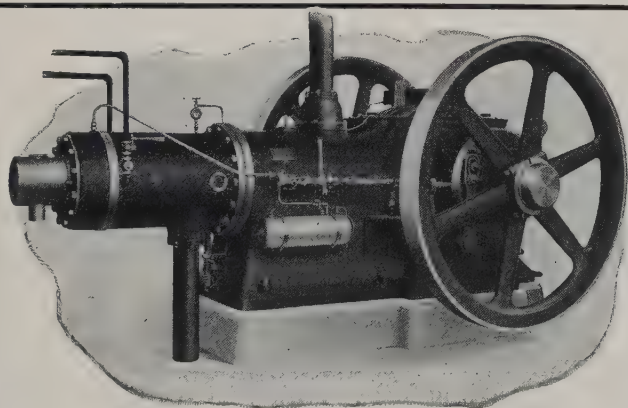
The Engine with a Rotary Built-in Magneto and no Batteries. Do you realize how much time and money this saves you during the year?

An Engine of Quality, guaranteed against defects at all times. Gives the user entire satisfaction. Built in sizes from 2 to 50 H. P.



Write for our large new catalogue and prices before buying.

**THE JOHN LAUSON MFG. COMPANY**  
65 MONROE ST. NEW HOLSTEIN, WISCONSIN



Special Heavy Duty "Type C" 60 and 75 H.-P.

**42,120,000 TIMES**  
**A 30 H. P. MUNCIE OIL ENGINE**  
**TURNED OVER WITHOUT STOPPING**

**Without Carbonizing Without Repairs** **Without Adjustment Without Breakage**

"It ran from the morning of May 1st to the evening of August 25th, a straight run of 117 days, for SNOWDEN BROS. CO., ON AN OIL LEASE near Bridgeport, Ill., using Crude Oil direct from the Wells as Fuel."

This is but one of the many MUNCIE OIL ENGINES that have been operating in this manner 24 Hours per day the year round FOR OVER SEVEN YEARS.

Buy the engine that has been in service long enough to prove its true value. It is past the experimental stage. **IT RUNS ON ANY LIQUID FUEL—IS SUITABLE FOR ANY SERVICE. YOU ARE PAYING FOR A MUNCIE, SO WHY NOT HAVE IT?**

Write us and we will convince you

**MUNCIE OIL ENGINE CO.**

54 Ohio, Cor. Railroads

MUNCIE, IND., U. S. A.

## Fairbanks-Morse Engines

More than 50% of the engines used in grain elevators are of our make. You could ask for no stronger testimonial of their economy, reliability and lasting services.

Elevator contractors specify Fairbanks-Morse Engines, knowing they will give full and entire satisfaction.

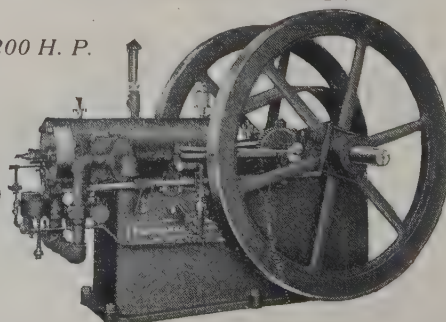
For operation on all gas or liquid fuels.

Write for catalog No. 550A67.

**Fairbanks, Morse & Co.**

900 S. Wabash Ave., Chicago, Ill.

2 to 200 H. P.





# Separate the Wheat from the Oats

Under the very best of conditions, oats and barley will get into the wheat, making a mixture that is objectionable. Using all possible care, this is a condition that has to be dealt with and a separation should be made.

It is unwise to ship such mixed grains to market as the presence of either lessens the value of both.

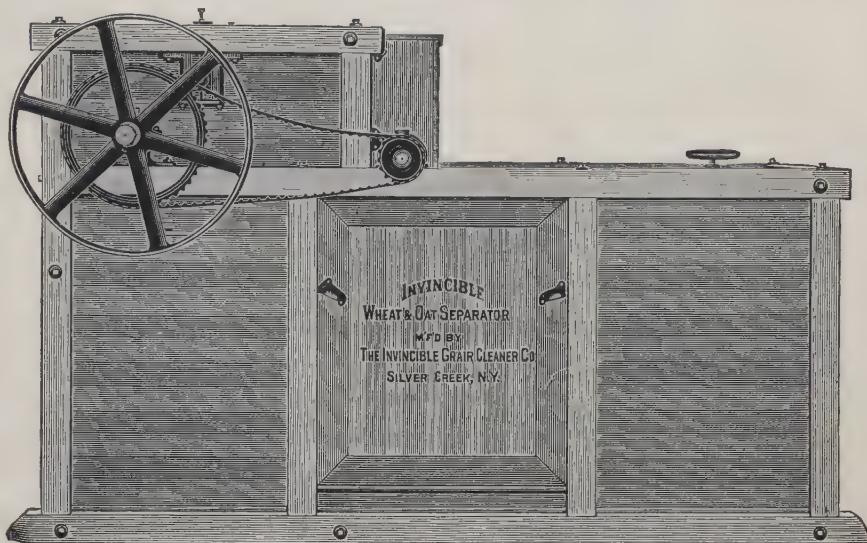
Hence, every every elevator should have an

## Invincible Wheat and Oat Separator

This machine has the advantage over the receiving separator as it will not tail over the larger kernels of wheat.

It will also take the tailings from the separators containing the large wheat and separate and save the wheat. This means a saving and a profit that has been slipping by you.

This machine is not expensive and will soon pay for itself by increasing the value of the grain shipped and saving what would otherwise be wasted.



Write for prices and further particulars to

## INVINCIBLE GRAIN CLEANER CO.

SILVER CREEK, N. Y.

F. H. MORLEY, Jr., 805 Webster Bldg., Chicago, Ill.  
C. L. HOGLE, 622 Board of Trade, Indianapolis, Ind.  
C. WILKINSON, 6027 Chestnut St., Philadelphia, Pa.  
CHAS. H. STERLING, Jefferson House, Toledo, Ohio

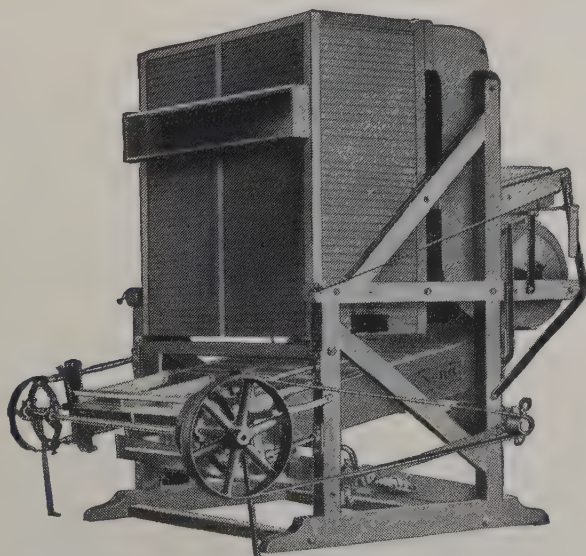
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# Fosston Popularity

with the Grain Trade is a building process resembling the modern concrete—it grows stronger every year.



Rear view of the New Process showing the Gang and Sieve Cleaning Device.

The "Process" employed by the wide-awake elevator operator in building up his grain profits is the

## No. 66 NEW PROCESS CLEANER—GRADER—SEPARATOR

If you are going to build or install a new cleaner, get our liberal installation and service agreement. Let us show you how to get the maximum profit from your grain and pay for the cleaner from a couple of cars of screenings.

Our beautiful new catalogue is ready—a postal will bring it.

**Fosston Manufacturing Co.**

140 Merriam Park, St. Paul, Minn.



# "Wanted" and "For Sale"

The rate for advertisements in this department is 20 cents per type line each insertion

## ELEVATORS FOR SALE.

**FOR SALE**—30,000 bu. elevator. Sickness compels sale. Address Box 381, Great Falls, Montana.

**FOR SALE**—Two elevators in Southern Minnesota. Fine crop prospect. Address Lock Box 47, Spencer, Iowa.

**FOR SALE**—NORTHERN INDIANA, up-to-date elevator in good section. Address Rudolph V. Shakes, Plymouth, Ind.

**GOOD KANSAS** grain elevator for sale, cheap, at Sharon, Barber County. Address F. P. Hawthorne, McPherson, Kans.

**FOR SALE**—Elevator and coal business in town of 12,000 population; no competition; good reason for selling. Address P. O. Box 414, Oskaloosa, Iowa.

**OHIO** elevator for sale. Best elevator and coal proposition in Northwest part of state. Address Ohio, Box 1, Grain Dealers Journal, Chicago, Illinois.

**FOR SALE**—12 M. capacity elevator and feed mill in Freeborn Co., Minn. A bargain. Address Exceptional, Box 9, Grain Dealers Journal, Chicago, Ill.

**IOWA ELEVATOR**—Best grain growing section of the state. Elevator in good repair, good competition and receipts 250,000 to 400,000 bu. Always a money maker. Address Gilchrist, Box 8, Grain Dealers Journal, Chicago, Ill.

**OHIO** elevator for sale. Located in Middle western part of state. 35,000 bu. capacity of small grain and 7,000 bu. ear corn; nearly two acres of ground; everything modern and first class. Address C. H. Beausay, Upper Sandusky, O.

**FIRST CLASS**, cribbed, 24-bin elevator with coal sheds; corn cribs; town of 5,000; main line of I. C. R. R. Must be sold by Aug. 1st. Don't answer this ad unless you mean business. Address Iowa, Box 12, Grain Dealers Journal, Chicago, Ill.

**MINNESOTA ELEVATOR** for sale or trade for land. Modern 14 bin cribbed construction; has engines, dump and hopper scales, cleaners, eight bin coal house, corn crib. For further information and price write E. J. Matteson, St. Peter, Minn.

**NORTH CENTRAL ILLINOIS** elevator for sale. One of the best elevators in a small Ill. town on the Chicago Branch of the Wabash, located on land leased of the railroad, with capacity for 30,000 bu. shelled grain and 4,000 bu. ear corn; cribbed bins, covered with galvanized iron, with solid stone foundation, painted red, two dumps, with two stands of 12-inch buckets, Marseilles sheller, 25 h. p. gasoline engine, good coal bins for 200 tons, large office with Diebold Safe, roll-top desk, horse and wagon platform scales, (covered), brick engine house and retail room; one good competitor, bank; station handles 500,000 bu. per year, and this elevator gets fully one-half. There is no better corn and oat territory in Illinois than surrounds this station. Can carry \$5,000 if desired. There is a lumber yard with splendid double lumber shed with concrete drive and stock of lumber and implements amounting to about \$10,000 that can go with this elevator if desired. Price of shed, lots, etc., belonging to lumber business, \$5,000, stock at invoice; schools and churches, good roads and everything in good condition. If you want something good and worth the money in a small town, here it is. Write for price and further information. C. A. Burks, Decatur, Ill.

## ELEVATORS FOR SALE.

**MINNESOTA** elevator for sale, located in Becker County; 25,000 bu. capacity. Address Linn, Box 12, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Four elevators well located in S. E. So. Dak. Will sell together or separately; all good stations and elegant crop prospects at each station. Must act quickly as crop is near at hand. Address Star, Box 1, Grain Dealers Journal, Chicago, Illinois.

**SOUTHWESTERN OHIO**, 25M bus. cribbed ironclad elevator for sale. Own ground and stub switch; steam power; built four years; am not a resident where elevator is located and will sell very reasonable. For further information address Omar, Box 1, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Chance for experienced grain man to get good grain business with little money. 30M. elevator; cribbed; well equipped; handling over 100M bu. per year; 60 miles from Minneapolis; only elevator in town of 1,000 inhabitants. Half cash balance 6%. Address R. M., Box 1, Grain Dealers Journal, Chicago, Ill.

**COLORADO** elevator for sale. Feed mill and coal business in connection; in live town. Best dairy section of state. Plant entirely new and equipped with up-to-date machinery throughout. Can show where business cleared \$3,000 in one year. Good reasons for selling. Would consider good income property. Address Walnut, Box 10, Grain Dealers Journal, Chicago, Ill.

**MODERN ELEVATOR** for sale, located in one of the best grain producing sections of Okla. Cribbed structure with 15,000 bu. capacity. Equipped with corn-sheller, corn meal mill, feed grinder, cleaner and 20 h.p. gasoline engine. Only elevator in town of 300. Good schools and churches. Station handles 100,000 bu. corn and 20,000 bu. wheat and oats each. Excellent hay business in connection. Price \$4,000. Terms to suit purchaser. Address Roberts, Box 1, Grain Dealers Journal, Chicago, Ill.

**THREE MICHIGAN** bean and grain elevators for sale. All fully equipped, modern and up-to-date, prices right, good reasons for selling. One located in large city and has a capacity of 10,000 bushels, and large warehouse in connection. One in a small town of about 5,000 people and has in connection a frost proof potato warehouse. The third located in small village, and has frost proof potato warehouse in connection, and also a going profitable flour, feed, coal and cement business in connection. Also a first class location for peach and apple business. Only elevator in town. Address Prescott, Box 1, Grain Dealers Journal, Chicago, Ill.

## FOUR IOWA ELEVATORS FOR SALE

All on C. R. I. & P., and practically new. Cleaning elevator at Bennett, 20,000 bu. capacity, and in A No. 1 shape. No competition.

Elevator at Dixon, 10,000 bu. capacity with implement business, cement block factory and automobile garage in connection. No competition.

Elevator at Tipton, 10,000 bu. capacity with coal yard in connection. One competitor on C. & N. W.

One elevator at New Liberty, only one in town.

These are all located in the best grain section of Iowa, about 20 miles west of Davenport, and the combined shipments of these houses is about 400,000 bu. per year. Will sell same separate or all together. Price right. Address John Dammann & Co., Bennett, Iowa.

## ELEVATORS FOR SALE.

**FOR SALE**—Elevator in good wheat and corn country in Northern Kansas. Giffen Culbertson, Executor of F. C. Kellogg, dec'd, Long Island, Kans.

**CENTRAL OHIO** elevator, coal and feed business for sale. Gilt edge proposition. Address "Owen," Box 8, Grain Dealers Journal, Chicago, Ill.

**WESTERN OHIO** elevator for sale. Capacity 200 cars per year; in excellent condition. For particulars write W. E., Box 12, Grain Dealers Journal, Chicago.

**FT. WORTH, TEXAS**—50,000 bu. elevator for sale. Fine location; good business; 14 steel bins, track and hopper scales. Write Doggett Grain Co., Dallas, Texas.

**NORTHERN INDIANA** elevator for sale or will trade for land or good income property. 15M bu. capacity; will handle about 100 cars per year; in a new country and will soon handle double this amount. Can be bought on easy terms. A good place for live man. Address Knox, Box 12, Grain Dealers Journal, Chicago, Ill.

**NEBRASKA** elevator for sale. 7M capacity; on O. & St. J. & G. I. Good location. Schools, churches. Country prospects for crop of all kinds never better. Other business reason for selling. A good chance to get a good business reasonable. Will consider trade. Address Vincent, Box 10, Grain Dealers Journal, Chicago.

**EASTERN KANSAS.**—For sale, 12,000 bu. elevator and feed mill in good corn and wheat belt and first class college town. Large cider plant in connection with capacity of 1,900 bbls. last season. This plant is new and up-to-date and the best proposition in Kansas. Address Flowers Box 9, Grain Dealers Journal, Chicago, Ill.

**CENTRAL ILLINOIS** elevator for sale. This elevator will hold 55,000 bu. shelled grain and ear corn combined, and is located in one of the best towns of its size in Ill., with Methodist, Presbyterian and Christian churches, all new brick structures. The main business streets being paved with brick, and there being more concrete sidewalks in this town than any other town of its size in the state; brick pavement running 3 miles in each direction from town, surrounded by the best, level, black farming country we have in Central Illinois. There are 5 dumps and storage for 30,000 bu. ear corn or oats that can be loaded in and out without handling by hand; studded bins, Boss loader, Marseilles sheller, Western cleaner, 2 stands of elevators, automatic scales, 22 h. p. Fairbanks-Morse gas engine, coal bins for 150 tons, profits on coal would run \$1,200 per year; two-roomed office with safe platform scales, roll-top desk, with engine room adjoining. The elevator is being equipped for electric power; the station will handle about a million bushels per annum, this elevator will handle about one-third. Competition good. Population 1,300. Elevator located on deeded land. There is a good 8 room residence, well located that can go along with the elevator if desired, or you can buy the elevator without the residence. Two ward schools and new brick high school building, just being built, two banks, opera house; and there never has been a saloon in town and there are no saloons in the entire county. If you want something good and are interested in a proposition of this kind, write me for price and further information. C. A. Burks, Decatur, Illinois.



## ELEVATORS FOR SALE.

**SOUTH DAKOTA**—Up-to-date elevator for sale or half interest to a competent manager. Address Box 999, Salem, S. D.

**FOR SALE**—A small line of elevators in N. W. Iowa and S. E. South Dakota. Will sell all or separately. Address "A, Box 8," Grain Dealers Journal, Chicago, Illinois.

**IOWA** elevator for sale. 30,000 bu. capacity; business \$250,000 annually, 900 tons coal; good live town to live in. Address Blair, Box 1, Grain Dealers Journal, Chicago, Illinois.

**A MONEY-MAKING OHIO ELEVATOR** for sale. Big dividends; a good living on a small investment. Will trade. Address, Money-maker, Box 2, Grain Dealers Journal, Chicago.

**FOR SALE**—Two best elevators in Eastern Illinois Corn Belt. No competition. Will handle about 200,000 bushels per year. Address Eastern Illinois Elevators, Box 10, Grain Dealers Journal, Chicago, Ill.

**OKLAHOMA**—One practically new elevator located at Davidson in the Red River Valley. Crops immense. Present owners never in grain business. A big bargain for quick sale. Address Hicks & Morrow, Vernon, Texas.

**EASTERN MONTANA**, 20M bus. elevator for sale. First class in every particular, and practically new. 150M bus. handled this last season. Reason for selling, have other business. Address A. P. Rounce, Mondak, Mont.

**CENTRAL KANSAS** elevator on C. R. I. & P. for sale. Private ground; 17,000 bus., elevator; modern equipment. Price \$5,000. Also land in Kiowa and Gray counties for sale on good terms. Address C. R. Rixon, Greensburg, Kansas.

**FOR SALE**—Elevator located on C., R. I. & P., C. M. & St. P., and M. M. & S. Railways in Muscatine, Iowa. Splendid location for handling grain in transit or feed business. Capacity 160,000 bushels. Very attractive price. R. K. Smith, Muscatine, Iowa.

**NORTHERN IOWA**, 30,000 bu. cribbed elevator; good location; good coal houses and business. Good crop prospects. Just right for a man that is ready to buy and take possession at once. Priced to sell. Address Norris, Box 1, Grain Dealers Journal, Chicago, Illinois.

**TWO SO. DAKOTA** elevators for sale. Located at Madison and Saranac. 20,000 bu. capacity each. Well equipped and in good shape. Ready for fall business; big crops in sight. Have no use for them, and will sell for half what they are worth. Price \$4,000. E. H. Wood, Pierre, S. Dak.

**TWO ELEVATORS**—10M capacity; 100,000 bu. handled. One located on G. T. Ry. and one on P. M. & Wab. Rys. \$10,000 for both plants. Handle under your name. Good location and fine growing prospects. Sickness cause of selling. Address Bargain Box 11, Grain Dealers Journal, Chicago.

## ELEVATORS WANTED.

**NEW INCOME** property in good Ohio Town to exchange for elevator. Address Ross, Box 10, Grain Dealers Journal, Chicago, Illinois.

**WANT TO RENT** good elevator. Must be well located; can give references; 16 years in the grain business. Address South, Box 12, Grain Dealers Journal, Chicago, Illinois.

**WILL EXCHANGE** 192 acre farm, mile and three-quarters from Hamilton, Ohio, two sets improvements, for elevators. Address Dick, Box 10, Grain Dealers Journal, Chicago, Illinois.

## ELEVATORS WANTED.

**WANTED**—Elevator in corn belt; good sized town; everything must be right. Give full particulars to get attention. Address Evanston, Box 1, Grain Dealers Journal, Chicago, Ill.

**WANTED TO BUY**—Old elevators, factories, mills and other buildings of size for wrecking purpose. Write us what you have. La Crosse Wrecking & Lumber Co., La Crosse, Wis.

**WANTED** to buy an elevator in Northern S. Dak., Western Minn. or N. Dak. handling not less than 100,000 bushel annually. Address V. T., Lock Box 183, Georgetown, Minn.

**ELEVATOR WANTED** in exchange for a nice, clean stock of gen'l mdse.; store property and nice residence. This is an A No. 1 proposition and a money-maker; doing a fine business. Elevator must handle 100M bu. or better and be absolutely first class. Prefer Ind., Ohio or Ill. Give complete description in first letter. Address X. Y. Z., Box 1, Grain Dealers Journal, Chicago, Ill.

**FIRST CLASS HOTEL** in one of the best cities in Nebraska. Three-story brick, forty rooms. Rents for \$150 per month. Building in good shape. County seat with three railroads. Will trade this property for good elevator in a good grain country, where they are handling around 100,000 bus. of grain a year. This offer is for a short time only. Address Nebr., Box 12, Grain Dealers Journal, Chicago, Ill.

## BLACK FARM FOR ELEVATOR OR LUMBER.

I want an elevator or lumber yard in Central Ill. for a black, level, corn, wheat, oat and clover farm only 8 miles from County seat and 3 miles from elevator. All under cultivation; well drained. Two sets of improvements. Price \$135 per acre, subject to \$16,000 incumbrance for 5 yrs. at 6% optional payments. Good crops. Will rent for 2/5 to 1/2 grain. C. A. Burks, Decatur, Illinois.

## ELEVATOR BROKERS.

**ELEVATORS FOR SALE** in Illinois and neighboring grain states. List your elevators either For Sale or Exchange with AARON SMICK, Broker, Decatur, Ill.

**CASH FOR YOUR ELEVATOR**, mill, business or property. I bring buyers and sellers together. No matter where located, if you want to buy, sell or trade, write me. Established 1881. Frank P. Cleveland, Mill and Real Estate Broker, 5951 Adams Express Building, Chicago, Illinois.

## MILLS FOR SALE.

**EAST CENTRAL, IND.**—50-bbl. Mill, 10,000 bus. elevator and 40 car coal business. Fine grain country. Prospects never better. Price \$7,500, terms. W. F. Farmer, Cloverdale, Ind.

**MINNESOTA** mill for sale or trade; 80 bbl. capacity; located in Pope Co. Must sell on account of poor health. Good bargain if sold at once. Address O. O. Maland, Cyrus, Minnesota.

**FOR SALE**—Seventy-five barrel roller flour mill, Nordyke & Marmon build, now in operation; located in good wheat section of Virginia, with an available Water Power of 350 Horse. Address Spruce, Box 11, Grain Dealers Journal, Chicago, Ill.

**GRINNELL, IOWA**, flour mill for sale; new machinery recently installed costing \$4,500; mill in A-1 condition, valued at \$10,000. For quick sale will make big discount. Want cash offer. W. A. Frix, owner, 906 Story Bldg., Los Angeles, Calif.

**WESTERN OHIO**—76 bbl. mill and elevator for sale. Good coal and feed business in connection. Located on Main line of Big Four R. R. Town of 1,500; electric lights; good schools; three churches and fine farming country. Will sell cheap. Good reasons for selling. Address Celina, Box 8, Grain Dealers Journal, Chicago, Ill.

## BUSINESS OPPORTUNITIES.

**FOR SALE**—Feed Mill and Coal Yard. Troy Feed & Fuel Co., Troy, Ohio.

**NORTH DAKOTA**—Controlling interest in grain, seed, feed and fuel business for sale. For particulars write Dublin, Box 12, Grain Dealers Journal, Chicago, Ill.

**WANTED TO TRADE** for land, \$50,000 Western Grain and Milling business. Plants modern and in first class shape. Address Albany, Box 12, Grain Dealers Journal, Chicago, Illinois.

**FOR SALE**—Alfalfa mill complete (Robert's Machinery), 25 tons per day cap. Elevator 15,000 bu. cap., built 3 years. Good hay and grain locality. Address The Hillrose Milling and Mercantile Co., E. H. Link, Sec'y, Hillrose, Colorado.

**MINNESOTA**—150-bbl. flour mill for sale, located at Barnesville, in the best wheat country in the Valley. Mill in good running order. Will either sell, rent, trade for land or sell half interest and give management to party buying. Write for particulars. Minnesota Hay & Grain Co., Corn Exchange, Minneapolis, Minn.

## FOR SALE.

A business established 35 years ago. Wholesale and retail flour, feed, grain and builders' supplies.

No better location in the State of Pennsylvania, occupying two entire squares on which is erected three warehouses, large wagon shed, up-to-date cemented stable, accommodations for eleven horses, seven heavy draft horses and wagons to suit the business. It is not a rundown business, but a good line of customers well taken care of. We have a private railroad siding, running through the property.

My reasons for selling is that I want to devote my entire attention to my Wholesale Grain business at Pittsburgh.

This business I am offering for sale is located at Carnegie, Pa., having P. C. C. & St. L., P. C. & Y., and P. & L. E. railroad connections, located on the main line of the P. C. C. & St. L., about eight miles west of Pittsburgh.

Will sell entire stock at market prices and sell property, rent or lease same. For particulars address C. A. Foster, 701 Wash Bldg., Pittsburgh, Pa.

## HELP WANTED.

**WANTED**—Four first class grain buyers. Three for North Dakota and one for Southern Minnesota. Address Universal, Box 1, Grain Dealers Journal, Chicago, Ill.

**WANTED**—SALESMAN for Molasses Dairy Feed; familiar with Northern Illinois and Southern Wisconsin. Address Ogden, Box 1, Grain Dealers Journal, Chicago, Ill.

**WANTED**—MILLWRIGHT at the new transfer elevator at Schneider, Ind. Permanent position. Apply to Prairie State Grain & El. Co., 80 Board of Trade, Chicago, Illinois.

**WANTED**—Two good all around elevator men with good judgment and business ability, to work in good towns in Northern Indiana. Address Royal, Box 1, Grain Dealers Journal, Chicago, Ill.

**WANTED**—A man familiar with the coal and grain trade in Iowa, Minn., and Illinois. Good salary to the right party. State references when writing. Address Fisher, Box 12, Grain Dealers Journal, Chicago, Illinois.

**WANTED**—By a grain concern, a young man who has grown up in an Eastern Malting business, who is a good judge of barley and wants to come to Minneapolis. Address Wood, Box 12, Grain Dealers Journal, Chicago, Illinois.

**WANTED**—First class elevator man; one who is thoroughly familiar with all machinery pertaining to an elevator, including the manufacture of mixed feeds; party must be sober, reliable and have good references. Good position for the right party. Answer quick. Lock Box 1108, Memphis,



## SITUATIONS WANTED.

**CAPABLE GRAIN MAN** wants position Ten years experience buying, selling and soliciting. Address Energetic, Box 1, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** by competent grain buyer with good references; Mont. or Wyo. preferred. Address Able, Box 1, Grain Dealers Journal, Chicago, Ill.

**WANTED—POSITION** as manager of an elevator; have had experience; best of references as to ability and character. Address Delbert Cramer, Blairstown, Ia.

**WANTED** at once, position as traveling solicitor for good commission house or manager or agent for grain elevator. Capable of either. Best of references. A. E. Moerke, 740 S. Cedar st., Mason City, Iowa.

**POSITION WANTED** as elevator manager or grain buyer, with good firm; 6 years experience. Am capable of taking full charge. Good references. Correspondence solicited. Address Wm. M. Harris, Hartland, Minn.

**POSITION WANTED** as manager of country elevator; 5 years experience in the grain, seed and coal business; competent bookkeeper; married; 28 years of age. Can accept by July 20th. Address Box 6, Gate, Okla.

**POSITION** as manager of Farmer's or line elevator wanted by a live, up-to-date grain man; 5 years experience buying and selling; coal experience; age 25; best of references. Address Sedan, Box 1, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED**, at once, by an experienced grain man, as manager; one that can handle a large station. Am married; 30 years of age; speak German. Best of references. Address Mort, Box 1, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as grain buyer or elevator manager. Long experience in the handling of grain. Best of references. North Dakota elevator preferred. Address Windsor, Box 10, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED** as manager of good elevator. Married; 26 years of age; three years experience; understand gas engine and other elevator machinery. Can furnish best of references. Address Ogal, Box 1, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** with grain firm. Have three and a half years experience. Can furnish best of references. Understand gasoline engine thoroughly. Address Reserve, Box 10, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED** as manager of co-operative or line elevator. Have had 25 years' experience in flour mill and grain elevator. Am capable of taking full charge. Can furnish best of references. Address Box 121, Elwood, Indiana.

**POSITION WANTED** by married man 34 years old; 12 years experience in grain business; would like position with some good Farmers Elevator Co. as manager. Good habits and best of references. Address R. N., Box 1, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED** as traveling solicitor, auditor, manager or bookkeeper. Age 30, good record and A-1 references as to character and ability. With present firm four years. Wish to locate in Northwest. Minneapolis preferred. Square, Box 1, Grain Dealers Journal, Chicago, Ill.

**SITUATION WANTED** by married man of 30; speak German, can also handle Scandinavian trade; good judge of grain and some experience in Farmer's Elevator; have thirteen years experience in handling farmer trade; can furnish best of references and bond. Would like some line house or good job as second man in elevator or lumber yard. Address North, Box 1, Grain Dealers Journal, Chicago, Ill.

## SITUATIONS WANTED.

**WANTED—A POSITION** in country elevator. Would accept job as helper. Minn. or Iowa preferred. C. R. Smith, Mallard, Iowa.

**WANTED TO REPRESENT** a grain commission house. 30 years experience in the grain business. Can furnish excellent references. F. A. Barr, Anoka, Minn.

**POSITION WANTED** as country grain buyer; four years experience; married; thirty years of age. Can furnish the best of references. W. R. S., 125 East 48th st., Chicago, Illinois.

**EXPERIENCED** single man, age 27, desires position as manager of good country elevator. Prefer Central Minn. or Eastern No. Dak. Good references. Address O. K., Box 12, Grain Dealers Journal, Chicago.

**POSITION WANTED** in large elevator. Can handle gas or steam engines. Fifteen years' experience. Best of references. No bad habits. Try me. S. W. C., Box 8, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** as traveling grain solicitor. Age thirty-one. Nine years' experience as buyer for Farmers Elevator Companies and others. Address Lake, Box 12, Grain Dealers Journal, Chicago, Ill.

**WANTED, A JOB** as elevator manager and bookkeeper. Eight years experience in the grain and implement business. Good mechanic and expert gas engine man. Good references. L. Smiddy, Lacrosse, Ill.

**WANTED POSITION**—As grain buyer with good firm; 10 years' experience; married; speak German and can handle any kind of engine and machinery; at present employed; with same man six years. Address Cornish, Box 12, Grain Dealers Journal, Chicago, Illinois.

## AGENCY WANTED.

**AM AN ABLE** and aggressive young man, 15 years in the hay and grain business and desire to represent a manufacturer of Alfalfa Products and shippers of Alfalfa hay in Greater New York and Long Island. Am well known among the consumers and retailers and bear an excellent reputation in the trade. Am about to open an office in New York and will handle business on a commission basis. Can offer excellent references as to my standing and ability. Address Responsible, Box 12, Grain Dealers Journal, Chicago, Ill.

## WOOL.

**WOOL WANTED**—If you have wool for sale write, wire or phone us. See our ad on another page. Kraus & Apfelbaum, Columbia City, Indiana.

## SCALES FOR SALE.

**SCALES** of all kinds repaired, rebuilt, tested and sealed. Elevator and mill scales our specialty. All work guaranteed. Address Young Bros., 1 Bridge St., Toledo, O.

## REFITTED SCALES AT BARGAIN PRICES.

100-Ton 42' Fairbanks R. R. Scale	
10-Ton 14'x8' " Wagon Scale	70 00
6-Ton 22'x8' " " "	65.00
6-Ton 14'x8' " " "	60.00
4-Ton 14'x8' " " "	50.00
5,000-lb. 48"x48" Fairbanks Dormant Scale	50.00
3,500-lb. 42"x44" Fairbanks Dormant Scale	
3,500-lb. 42"x44" Standard Dormant Scale	35.00
1,200-lb. 43"x33" Fairbanks Standard Scale	25.00
2,000-lb. Fairbanks Portable	20.00
f. o. b. St. Louis, Mo.	25.00
Guaranteed accurate.	

## HOWE SCALE CO.,

409 N. 4th St., St. Louis, Mo.  
We Repair Any Make of Scales.

## MACHINES WANTED.

**WANTED**—Used corn and wheat cleaner; shaker or gyrating type; must be in good condition and worth the money. Mead Grain Co., Ft. Scott, Kansas.

## GASOLINE ENGINES.

## LOW PRICE FOR QUICK SALE.

One 25 h. p. Foos Gasoline Engine, almost new. Address Salem, Box 12, Grain Dealers Journal, Chicago, Ill.

**FOR SALE**—Deere & Webber Gasoline Engine; 14 h.p. in first class running order. Price \$225.00 f.o.b. cars at Moorehead, Minnesota. N. J. Olson Co.

**POWER USERS**—Gasoline engine bargains from 1 to 100 h.p. Get our big list and state your power requirements before you buy. Badger Motor Co., Milwaukee, Wis.

**FOR SALE AT BARGAIN**—One 25 h.p. St. Marys engine, with both gas and gasoline attachments, complete in every respect and in A1 running order. Address Postoffice Box 156, Sidney, Ohio.

**GAS ENGINE FOR SALE**—A double tandem automatic gas engine, 250 h.p. on natural gas, or 200 h.p. on producer gas. We are prepared to offer a great bargain. Phoenix Iron Works Co., Meadville, Pa.

## DON'T MISS THESE BARGAINS.

25 H.P. Alamo	\$300.00
15 H.P. Foos	250.00
8 H.P. Fields, new	175.00
6 H.P. Havana, new	155.00
3 H.P. Red & Ready, new	75.00
16x48 Sioux City Corliss	650.00
New 1,000 bu. Automatic Scale	200.00

**H. GROSS LUMBER & WRECKING CO.,**  
Steam Boilers All Sizes. Omaha, Nebr.

## GASOLINE ENGINES FOR SALE.

44 H. P. Fairbanks-Morse.
25 H. P. Columbus.
25 H. P. Fairbanks-Morse.
22 H. P. Fairbanks-Morse.
15 H. P. Fairbanks-Morse.
12 H. P. Fairbanks-Morse.
6 H. P. Fairbanks-Morse.
4 H. P. Fairbanks-Morse.

Also fifty engines of varied sizes and all makes. Address A. H. McDonald, 547 W. Monroe St., Chicago, Ill.

## MACHINES FOR SALE.

**FOR SALE**—Four roll Stevens Feed Mill 9"x15". Very cheap. Kiest Milling Co., Knox, Indiana.

**FOR SALE**—One Double Monitor Dustless Flax Cleaner; nearly new. For particulars write Farmers Elvtr. Co., Buffalo, N. Dak.

**FOR SALE**—One Victor No. 2 warehouse corn sheller in good repair. Price \$30.00 F. O. B. Robinson, Kansas. Address Box No. 226, Robinson, Kansas.

**FOR SALE**—60 foot smoke stack, used two months; have installed oil engine. This stack cost \$132.05 at factory. Bargain if sold quick. The Wadsworth Feed Co., Cavett, Ohio.

**FOR SALE**—One Monitor Dustless Aspirator, capacity 6,000 bu. per hour and three Invinible Double Receiving Separators No. 1400 in good condition. Prices on application to the Electric Grain Elevator Company, Buffalo, N. Y.

## MACHINERY BARGAINS.

1 New No. 2 Marselles Sheller, capacity 700 to 1,200 bu. per hr. Price	\$500
1 20 h.p. R.&V. Portable Comb. kerosene and gasoline, Volume Governor, water cooled, special clutch pulley. Price	\$1,160
1 Marselles 6 hole Spring Sheller, used one season, in good condition. Price	\$285
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1 32' Sandwich Port. Corn elvtr., and 4 h.p. Staver Gasoline engines. Price	\$300
1 Brown-Duval Moisture Tester, 2 comp'ts, full supply extras. Price	\$45
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**KING-READ LBR. CO.,**  
Montezuma, Iowa.



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### FLOUR MILL, FEED MILL AND ELEVATOR MACHINERY AND SUPPLIES.

The largest Stock of Overhauled and reconstructed Machinery in the World.

**Roller Feed Mills:**—9x18 Dawson, 9x24 Acme, 9x24 Nordyke & Marmon, 9x30 Wolf, all three pair high; and 9x18 Allis two pair high; one No. 0, No. 1 and No. 2 Willford three roll high, and many others listed in our Bargain Book.

Write for one—Mailed on request.

**Corn and Cob Crushers:**—No. 1 Richmond, No. 14 Economy, No. 5 and No. 6 Excel, Foos Scientific Mills, No. 2 "Triumph," one "Horton," one No. 2 Acme, one No. 7 Sullivan, etc.

**Corn Shellers:**—No. 0 and one No. 1 Victor corn shellers cleaners combined, one No. 2, one No. 2½ and one No. 4 Western Warehouse Cornshellers, one No. 2 and one No. 2½ Western Rolling Screen Corn Cleaners; one No. 1, one No. 2 and one No. 4 Victor Corn Shellers.

**Attrition Feed Grinding Mills:**—16, 20, 24, and 30 inch "Monarch"; 18 and 24 inch "Modern Special"; 30 inch "American"; 16, 19 and 24 inch Foos; 24 inch "Unique."

**Single Roller Mills:**—9x24 "Noye"; 9x18 "Odell"; 9x12 "Case"; 10x24 and 12x24 "Downtown"; 12x30 Allis.

**Double Roller Mills:**—All Sizes and Makes.

**Separators, Oat Clippers, Scourers, Dust Collectors, and Everything for Flour Mills, Feed Mills and Elevators.**

**Elevator Belts with Buckets Attached,** at Extremely Low Prices—in either Cotton, Rubber or Canvas—Stitched Belt with "Salem" Steel Grain or Steel Corn Buckets Attached.

Write for "Gump's Bargain" Book, giving complete list of all Machinery, Belting, Pulleys, Shafting, Elevator Belting, Buckets, etc., with Net Prices. Mailed Free on Request.

Est. 1872.

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All Makes and Sizes of Attrition Mills.

16" to 24" Robinson's	.....\$65 to \$120 ea.
16" " 26" Unique's	..... 60 " 130 "
16" " 36" Monarch's	..... 60 " 200 "
16" " 36" Foos's	..... 60 " 200 "
16" " 26" American's	..... 55 " 200 "
16" " 24" Halsted's	..... 55 " 135 "

Many types of single head mill also. We need the room for other purposes.

All the above mills completely remodeled and reconstructed. Guaranteed to be in as near a new condition as second-hand machines can be made. Also a full line of Roller Mills, Separators, Reels, Roller Feed Mills, Shellers, Buhr Mills, Corn Crushers, Crackers, etc. Write us for catalogs today. Give us a chance on all your requirements, whether new or second-hand.

George J. Noth,

No. 9 South Clinton Street, Chicago, Ill.

## HAY WANTED.

**HAY & STRAW WANTED**—Correspond with us. W. J. Armstrong, Milwaukee, Wis.

**HAY & STRAW WANTED**—Correspond with us. T. D. Randall & Co., Suite 65-68, 234-236 S. La Salle St., Chicago, Ill.

## GRAIN FOR SALE.

### BUCKWHEAT GRAIN.

We have a few cars of nice Buckwheat Grain for sale. Write for prices.

MINER-HILLARD MILLING CO.,  
Wilkesbarre, Pa.

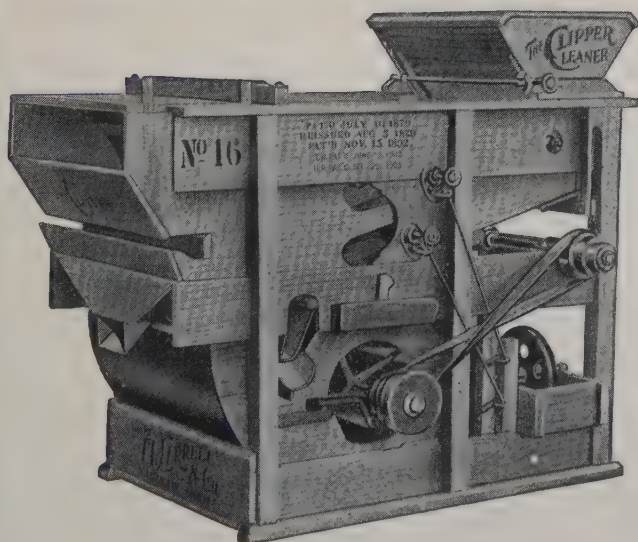
## FLOUR FOR SALE.

MIXED CARS of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial to convince you of the superiority of our products. Ansted & Burk Co., Springfield, O.



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**HAY and OATS**  
for Chicago Feed Trade  
GOOD PRICES PROMPT RETURNS  
TRY US  
**ALBERT MILLER & CO.**  
192 North Clark St., CHICAGO, ILL.

# The No. 16 Clipper Seed and Grain Cleaner



This is a first class Cleaner of medium capacity that will make any separation that can be made on our largest and most expensive machines

It has Traveling Brushes on the screens and Special Air Controller. These two devices make it possible to separate any two kinds of seeds or grains that are not of exactly the same size or weight. The Brushes keep the screens from becoming choked and the Air Controller regulates the blast to exactly the proper strength to blow out light or blasted clover without blowing out good seed, or to blow out light or chaffy grain from the plump, heavy grain when grading for seed purposes.

*This machine is light running, well made, nicely finished and guaranteed to give satisfaction. Catalog and full description furnished on request.*

**A. T. FERRELL & CO.**

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## SEEDS FOR SALE—WANTED

## SECOND-HAND BAGS AND BURLAP.

**WANTED:**—BURLAP BAGS, all sizes of heavy bags for grain. Send samples and prices to The Raymond P. Lipe Co., Toledo, Ohio.

**BURLAP BAGS OF EVERY KIND FOR SALE;** new or second-hand, plain or printed with your brand; Seamless Cotton Grain Bags; Sample Bags, Burlap, Cotton Sheeting, or Paper for Car Lining, etc. Wanted: second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

## BUILDING MATERIAL.

**FOR SALE**—All oak and white pine timbers, cribbing and flooring from Rock Island elevator, 13th st. and Chicago River, Chicago, now being wrecked. Bargains in carload lots. Ruel Wrecking Co., 7337 Stony Island ave., Chicago.

## SEEDS FOR SALE.

**GOOD, SOUND, RECLEANED** Black-eye Cowpeas, \$2.00 per bushel, bags included, F. O. B. Walkerton. B. I. HOLSER & CO., Walkerton, Ind.

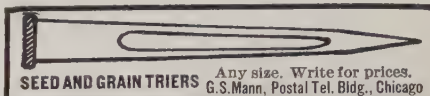
## WINTER SEED WHEAT FOR SALE

Pure, clean Winter Seed Wheat—both hard and soft. Also Mammoth Winter Rye. Send for prices. L. C. Brown, Farm Seed Specialist, La Grange, Ill.

*To Buy Kaffir Corn  
& Milo Maize  
Write to  
B. C. Christopher & Co.  
Kansas City Mo.*

## SEEDS FOR SALE.

**SEED BUYERS AND SELLERS** can quickly sell and quantity, or buy any amount or quality by making their want known through an insertion of an advertisement in the "Seeds For Sale" columns of the Grain Dealers Journal, Chicago.



SEED AND GRAIN TRIERS Any size. Write for prices. G. S. Mann, Postal Tel. Bldg., Chicago

## Sample Envelopes

Non-Sifting

Designed especially for mailing samples of grain and seed. Specimens Free.

TULLAR ENVELOPE CO.  
67 Larned St. Detroit, Mich.

**Have 10,000 Bu. CHICKEN FEED WHEAT on hand**

Wire or Write for Samples and Prices

## HUHN ELEVATOR COMPANY

Chamber of Commerce, MINNEAPOLIS, MINN.

## Kraus &amp; Apfelbaum

Wholesale Dealers

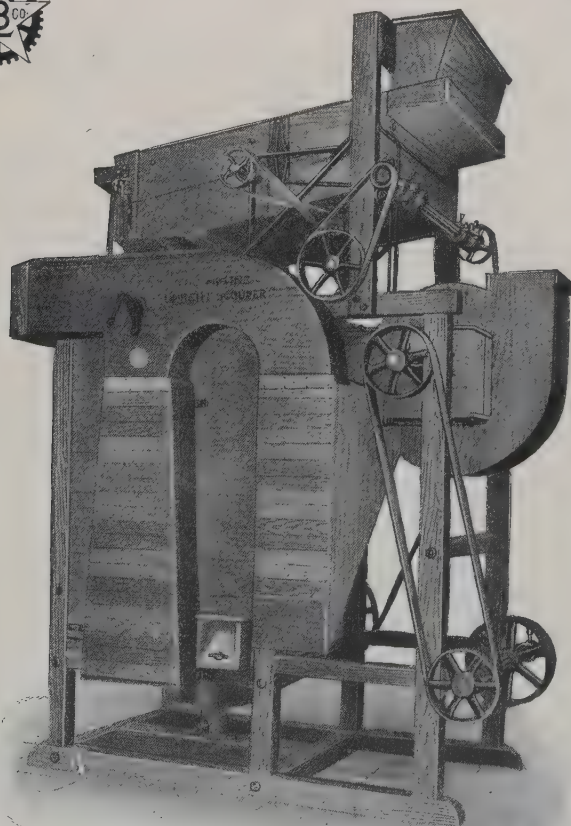
Columbia City, :: Ind.

## WOOL

We are in the market at all times for wool. If you have any to sell, write, wire or phone us. Remember we buy it F. O. B. your station.

## Certain Departments

in this number of the GRAIN DEALERS JOURNAL are especially interesting. After you have read them, consider carefully whether you are not better off with the twenty-four numbers of the Journal, on your desk, or the dollar and fifty cents in your pocket.



## A Slow Speed Machine

Because of its slow speed the **MOLINE Upright Oat Clipper** is a favorite wherever used.

It also saves from 40% to 60% of the power required by horizontal machines. Figure out the difference this makes in your fuel bill.

Not only this, but it does the work better, the ends of the berry being clipped the hardest.

Because of its by-pass spout, it is not only a clipper but can be used as a receiving separator.

Give our new shops a trial.

**BARNARD & LEAS MFG. CO.**

MILL BUILDERS AND

MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



# SEEDS FOR SALE—WANTED

## SEEDS FOR SALE.

### ALFALFA.

American and Choice Imported. Quick shipment. Write for prices. G. S. Mann, Postal Tele. Bldg., Chicago, Ill.

## SEEDS FOR SALE.

GOOD FIELD SEEDS are wanted by grain elevator operators for their farmer patrons. Help them and your trade by advertising what you have to offer in our "Seed for Sale" dept. Give full particulars and price, and first ad will sell you out.

# SEEDS

Grain, Clover and Grass Seeds,  
**CHAS. E. PRUNTY,**  
7, 9 and 11 South Main St. SAINT LOUIS

## THE ILLINOIS SEED CO., Chicago, Ill.

### WE BUY AND SELL

TIMOTHY, RED, WHITE, ALSYKE AND ALFALFA CLOVERS, RED TOP, MILLETS BLUE GRASS, SEED GRAIN.

Ask for Prices. Mail Samples for Bids.

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Consignments solicited. Send us your samples.

Toledo, Ohio

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If you want to buy, ask us for samples.

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## SEED MERCHANT

Grower of Spanish Canaryseed

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And BIRD SEEDS OF ALL KINDS

Cleaned by Patent Machinery. Will be very pleased to submit samples. Head Office:

JOHN MACQUEEN, 33 Brown St., GLASGOW

## Can You Offer

Cane - Millet - Clover - Pop Corn

Send Samples

J. G. Peppard Seed Co.

Kansas City, Mo.

## Largest ALFALFA SEED Dealers



Large Dealers in Red and Alsike Clovers, Timothy, Millets, Rape, Grasses, Buckwheat, Seed Corn, etc.

Always paying top market prices for good seeds. Write for sample envelopes.

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Founded 1860  
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Want a Job?—Advertise in the Situation Wanted columns of the Grain Dealers Journal.

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Steele, Briggs Seeds Co., Ltd., field seeds.

## We Buy and Sell

Wheat Screenings, Cane seed, Salvage Wheat. Kafir Corn. Write or wire for prices.

HENRY LIGHTIG GRAIN CO., Kansas City, Mo

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## JOHN AND A PRODUCE CO.

192 N. Clark St.

CHICAGO

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ONCE OUR SHIPPER—  
ALWAYS OUR SHIPPER

TRY IT.

THANKS!

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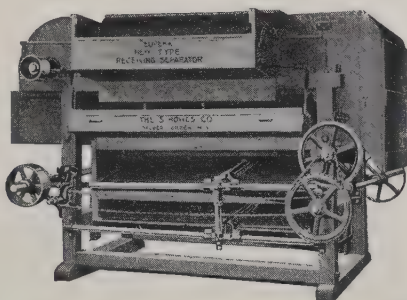
Grain Bags  
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Seed Corn  
Beans, Peas



# The Successful Grain Cleaner

Service stands for success—and the Eureka Elevator Separator is a tremendous success, because it gives the utmost in service.

## Eureka New Side Shake Receiving Separator



### HEAVY DUTY CONSTRUCTION

This machine has five to ten times the screen surface of any other type of Separator; self oiling or ball bearings; automatic sieve cleaners and double suctions.

It is the machine efficient—soundly built—dependable—very economical in operation, and monumental in service. It makes possible a larger output of clean grain in less time, and at less cost per bushel than is possible otherwise.

Several thousand elevator owners, operators and superintendents—will tell you that the “Eureka” represents simplified and systematic grain cleaning. That it is the forestaller of competition. That it assures the satisfaction of old customers. That it builds new trade, and produces bigger profits, and that it pays for itself in little time with the money that it actually earns and saves.

It is strictly an economical proposition. It meets the demands of every elevator man, because it is made by people who fully understand present day grain problems. The “Eureka” is simple in construction. Easy to drive, and readily accessible. In fact every vital portion of its mechanism is get-at-able even when the machine is running.

Catalog is free—send for it.

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Quality



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Sign of  
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## GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

by the

**Grain Dealers Company**

315 S. La Salle Street, Chicago, Ill.

CHARLES S. CLARK, Manager.

### SUBSCRIPTION RATES

To United States, Canada and Mexico, semi-monthly, one year \$1.50; one copy 10 cents.

To Foreign Countries within the Postal Union, prepaid, one year \$2.50.

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### THE ADVERTISING

value of The Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade, place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited.

### LETTERS

on subjects of interest to those engaged in the grain trade, news items, crop and leaking in transit reports are always welcome.

Entered at the Chicago, Ill., Post Office as Second-Class Matter Aug. 5, 1898.



GOLD MARKS SIGNIFYING QUALITY OF CIRCULATION HAVE BEEN AWARDED THE GRAIN DEALERS JOURNAL BY THE AMERICAN NEWSPAPER DIRECTORY

CHICAGO, ILL., JULY 10, 1913

THE OATS crop has not yet been secured, but many who have perfect confidence in the government's report are selling what they may not be able to deliver.

ADVANCES in grain rates between points in Illinois and Eastern destinations have been suspended by the Illinois Railroad and Warehouse Commission and the Interstate Commerce Commission until Jan. 8, 1914. This will give the grain dealers an opportunity to prepare a strong case against the proposed advances.

FREIGHT TRAFFIC managers do not always abide by their agreement, as has recently been shown by Sec'y. Strong of the Illinois Ass'n., who several years ago agreed with the railroads not to present a claim for less than \$3.00, providing the railroads would pay just claims in 90 days and refrain from docking shortage claims more than a specified amount. The railroads having broken their agreement, the ass'n. now proposes to handle any claim amounting to \$1 or more. This has long been a rule with many shippers who conduct their business methodically, and there seems no reason why the railroads should not pay a claim for \$1 just as quickly as \$100. If the shipper is entitled to the money, it should be paid him, but it would hardly justify the ass'n. in working to obtain the collection of claims smaller than \$1.

CROP EXPERT Oscar Lyle, at the meeting of grain dealers in Decatur this week, scored the government crop reports quite vigorously. (See page 56.) No doubt the reports are fully entitled to all the roasting they receive, but the Government crop compilers continue to drift along in the same old way, because it doesn't make any difference to them and an optimistic report is always more desirable from the government standpoint than the truth.

GRAIN DOORS are supposed to be supplied by the railroad companies as part of the equipment necessary for the transportation of grain. Most of the roads have instructed local station agents to buy material for grain doors when needed, if the supply of doors has been exhausted. It may be necessary, however, for the grain dealer to make the door, but under no consideration should he buy the material with his own money. Some who have done so in the past were somewhat chagrined by their inability to secure the return of their money by the railroad company.

SEC'Y. RIDDLE of the Northwestern Ohio Ass'n. asks, "What constitutes a proper working margin?" It is fair to say that all grain dealers cannot handle grain on the same margin and realize a profit. The modern up-to-date elevator, with its many bins for carefully classifying all receipts, will generally handle grain at a much smaller cost to the elevator operator than the old style warehouse or ancient elevator. In determining the working margin, the cost of handling grain from the wagon to the freight car must always be considered first.

PUBLICITY of the right sort is the crying need of the grain and stock exchanges. They have already received considerable publicity in the hands of a certain class of magazine writers and politicians, with the result that a great deal of antagonistic public opinion has been created. In the mess of published matter about the methods and purposes of our exchanges, most of it written by men of little or no personal knowledge of their subject, and practically all of it written from a decidedly unfair and belligerent standpoint, it is a pleasure to find a magazine article that is written by a man who has apparently made some study of his subject and who is without prejudice. The article referred to, entitled "Gambling Joint or Market Place?" appears in "The Outlook" for June 28 and is by Harold J. Howland. Mr. Howland convinces the reader of his entire fairness. He neither defends nor damns; he merely explains. Appearing in a magazine of so high a standing, this article should help in the great task of educating the public. The grain exchanges need no defenders; all they ask is a square deal from the press and from the lawmakers.

SWEEPING box cars after grain has been unloaded will not be specifically prohibited by law in the state of Illinois, as the Governor has vetoed the bill, championed by the Peoria Board of Trade and supported by all other grain interests. Grain shippers who can gain the governor's ear would help to promote the interests of the trade, and to place a permanent check on stealing grain from cars by enlightening him on the abuse resulting from sweeping.

KANSAS POLITICIANS, in the person of state deputy sealer and board of health inspector, have been testing scales in southern counties, and found many weighing incorrectly. While no doubt the politicians' interview published in the Wichita papers was exaggerated, still there must be some grounds for their statement, and it would seem to behoove grain elevator men to have their scales inspected more frequently, and thus make sure that they are weighing correctly.

AN IOWA BOY, with the desire for a free ride, sat on the edge of the elevator manlift, and was taken quickly to the cupola, where his legs struck a beam and the bones were broken in two. If children continue to meet with accidents on elevator manlifts, it will be necessary to enclose either the manlift or the children, for whenever they get together, trouble results. Elevator men especially can save themselves much grief by keeping the children *outside* the elevator.

IT IS GRATIFYING to note that the many unjust regulations being forced upon grain shippers by the railroad companies are prompting every shipper to take a more active interest in his own rights and the laws, and what is more they are making a firmer stand against many small impositions, and striving to relieve their business of unfair taxes placed upon it by the railroads. The motto of the railroad manager today seems to be "Get the money" and some of them do not hesitate to quote rates which they know are not legal and cannot be granted. It behooves the shipper to be alert and on guard every minute.

AN INDIANA broker, who had long experience in the country elevator business, is conducting a campaign in hope of inducing operators of country elevators to conduct their business more systematically. Many dealers are now keeping track of all cars ordered with little work, thru the means of duplicating car order books, and just as he suggests, the use of formal written orders get them cars where verbal orders are sure to fail. Then, too, when they place their orders in writing, they are more likely to confine their demands to their actual needs. As the members of the grain trade adopt more systematic methods of keeping account of each transaction, they will have less worry and more profit.



AN EASTERN receiver reports in "Letters" this number that a car reported leaking grain in our "Leaking in Transit" column reached Pittsburgh "in good physical condition" but the weight was 1,100 lbs. short of the shipper's weight. This is another case where the railroad employees detected the leak and repaired the car before the consignee learned of it, and needless to say, they did not wire, write or phone particulars regarding the leak to either the shipper or the receiver, in fact it would be difficult to induce them to admit car had leaked.

OF THE twenty-four elevator fires reported in this number, nine are credited to lightning and four of the fires caused by lightning resulted in a total loss. The experience of the trade every summer with fires caused by lightning proves conclusively that lightning is one of the most prolific causes of elevator fires, and must be reckoned with, whether the elevator owner is so disposed or not. While the mutual companies making a specialty of insuring elevators make a small allowance for equipping elevators with lightning rods, it seems probable that in view of the many losses caused by lightning, they must in the near future grant a greater credit for the proper protection of elevators with rods.

MUCH TALK has been indulged about the government's new Department of Markets, dispensing entirely with the services of the middleman. However, a careful reading of the address of the chief of the department, on "Marketing and Distributing Farm Products" which is published on pages 54 and 55 of this number, does not disclose any such ambition on the part of the department, in fact Mr. Brand seems to appreciate fully the necessity of middlemen in marketing the products of the farm. There have been from time to time many impractical suggestions about employing the frugal housewife to distribute the various perishable products and thereby supplant the grocer. All of the figures so far presented would make the aggregate cost of supplying the products needed by 300 families many times the profits of the average grocer. Judging from Mr. Brand's remarks, the government intends to devote most of its time and attention to the improving of marketing conditions surrounding perishable products. It may accomplish something along this line, but it would require such a great organization to render a service which would prove of advantage to either the producers or the consumers that the cost would far surpass that exacted by the middleman handling any class of farm products. However, the government can bring about a great improvement by establishing standards and forcing the correction of wasteful methods.

THE THREATENED strike of trainmen on eastern railroads wud tie up every railroad east of the Mississippi and north of the Ohio and Potomac Rivers. What such a strike wud mean to the grain trade it is unnecessary to state. While it seems impossible that it will actually occur, still the men are in a position to force the railroads to grant their demands for increased wages. It is time that this state of affairs be corrected. The shippers are the ones who will have to pay any increased wages, and they have the right to demand some voice in the matter. Furthermore, the shippers wud be the ones suffering the greatest loss in case of a strike. Without any consideration as to whether or not the men are entitled to higher wages, they certainly shud not have the power to stop all traffic in this country in order to win their demands. Wage agreements can only be properly settled by a commission of disinterested men qualified to pass on the matter, and on such a commission the public shud have the largest representation.

RAILWAY FINANCES shud be subject to governmental supervision. The Interstate Commerce Commission may order a carrier to reduce the rate on shelled peas from Keokuk, Ia., to Lake Charles, La., or it may order a railroad to establish a passenger station out in the virgin prairies of Nebraska; but a road can issue stocks and bonds to its heart's content and do what it likes with the money; the Commission is helpless. Rates are predicated, more or less, on capitalization. The tariffs of a railroad are under the supervision of the Interstate Commerce Commission; the operating conditions, so far as safety is concerned, are also subject to its regulation. The greatest abuses, however, in connection with transportation have occurred in connection with financial operations. The shipper has the right to demand that, when a railroad issues stock or bonds, the money so obtained must be expended in better facilities and more equipment, and not in buying up competing lines. The investigation of the New York, New Haven & Hartford R. R. Co.'s financial affairs by the Interstate Commerce Commission emphasizes this need. A road which otherwise wud have operated with a liberal profit failed to earn a fair return on its capital because of the wasteful financial management induced by the ambitions of its managers to monopolize transportation facilities in New England. State supervision of railroad finances has proved highly valuable, but is necessarily limited; the National government shud follow the lead and give the Interstate Commerce Commission the required authority to regulate the finances of interstate carriers.

A TOLEDO receiver, whose track bids are being published in the afternoon edition of a Columbus daily, makes the suggestion that it would improve conditions all around if the newspapers generally were induced to publish the price bid for grain delivered to the central market, instead of the price in the elevator, which must necessarily mislead many growers and some shippers. It would also be well for the newspapers to publish the prices commanded by different grades. Then more country shippers would exercise greater care in cleaning and classifying their grain for market, and fewer losses would be sustained.

CORRUGATED IRON, when properly placed upon an elevator, is considered the best siding obtainable by mutual fire insurance experts. While an occasional elevator man does have trouble with rain beating thru the siding, it is not because of the siding, but because of the poor workmanship in placing it. This number contains notices of eight elevator men who propose to cover their elevators with corrugated iron, but not one who proposes to displace iron with wood siding. Iron affords some real protection to the frame elevator from fire in adjoining properties, but wood siding simply adds fuel to the flames, and insures the burning of the elevator if a hot fire occurs in an adjoining structure.

## ADVANCED STEPS IN ARBITRATION.

Arbitration of trade differences continues to grow in favor, notwithstanding an occasional complaint is registered against the long delay in the rendering of decisions. Contestants seem to overlook the fact that members of arbitration committees generally perform the work at great sacrifice to their own business, and generally without compensation. The same cases in court would require much more time and many times the expense to get a decision.

The National Hay Ass'n. in an effort to expedite the work of its arbitration committee has decided to select arbitors who are not called upon to perform any other association work, and to appoint five arbitors, giving a majority the right to conduct hearings and grant decisions, each member to be allowed his expenses and \$5 per day. Under such conditions the work of the arbitration committee will become more businesslike, and no doubt be performed more promptly. Under this arrangement the expense to disputants may be a trifle more, but it will still be small, and inasmuch as the service will be greatly improved by conducting it in a more systematic manner, more cases will be passed upon at each sitting, and dealers will be more likely to present more claims. The result will be that the pro rata expense to each party to arbitration before the Ass'n's com'ite may be reduced instead of increased.



## PROTEST DEMAND DRAFTS.

Shippers who make protest drafts often pay dearly for the privilege, and the only one who profits by such a draft is some bank clerk, who is delighted by the opportunity to collect protest fees. Where drafts against consignments are marked "No Protest" neither the consignor or the consignee can be called upon for the payment of these useless, aimless fees.

An Illinois shipper who recently sold four cars of grain to a Nashville receiver paid the fees, altho the consignee protested the draft and obtained the corn without the Bs/L, as is recited in our report of the Decatur meeting, page 56. The receiver having first refused the shipment and afterwards obtained the corn because the market had advanced, is not entitled to any consideration at the hands of shippers anywhere. He needs to be shown up.

The shipper sold the corn to a second receiver, and paid for his release when he found his corn had been turned over to the first without authority, is out  $\frac{1}{4}$ c commission and his protest fees.

Receivers in nearly every market are only too glad to pay sight drafts attached to Bs/L for grain shipped to them, and if there be any in any market who is not willing to pay sight drafts, then he should make this known to shippers in advance of purchase. It is customary for receivers to pay sight drafts, and shippers expect it, but it is the part of folly to omit "No Protest" from the draft. While the drafts permitting of protest are not always protested, still they often encourage the drawee to refuse payment, if the market is down a little, just for the satisfaction of "putting one over" on the shipper.

THE COST of handling grain or seed thru an elevator or warehouse should guide the dealer in his buying as much, if not more, than the cost of getting it, because he must pay the overhead charges of the plant just as promptly as he pays the farmer for his product. Mr. McCausland of Wichita, in his able paper delivered before the American Seed Trade Ass'n. at its annual meeting, presented a new way of figuring the cost of the seed. It is published elsewhere in this number, and merits careful consideration by every grain dealer who wishes to do business at a profit. Those who enjoy doing business at a loss, or even going to the extreme of giving away part of their operating capital, of course, will not be interested in Mr. McCausland's remarks, but this class of dealers cannot last long. All must soon determine accurately what it costs to handle grain or seed, and then add their overhead charges to the cost of the article handled. In this way will they be able to realize a living profit, and fewer failures will be reported.

## SHIPPER GIVEN JUDGMENT Against Carrier for Loss in Transit.

Altho many claims are made for loss in transit, and a few cases are pushed to suit, very few get as far as a court of last resort, the railroad company preferring to settle when the shipper shows both a disposition to fight for his rights and to present good evidence.

The case recently decided by the Court of Civil Appeals of Texas, on which a rehearing was denied May 3, 1913, gives shippers great encouragement, for the facts upon which plaintiff, A. C. Watson, won his suit against the Missouri, Kansas & Texas Ry. Co., are practically the same as those that can be presented as evidence by any other shipper.

Suit was started by Watson in a justice court, where the decision was adverse to him, but on appeal to the county court of Young County he got a reversal and judgment for \$150.90, being the amount overpaid on a B/L, draft attached. The railroad company took an appeal, but the Court of Civil Appeals has sustained the judgment in favor of the shipper, or rather the buyer who honored shipper's draft.

The B/L showed a shipment of 61,890 pounds of corn from Rentisville, Okla., via the M., K. & T. Ry. Co. to Wichita Falls, Tex., and from Wichita Falls over the Wichita Falls & Southern Ry. to New Castle, Young County, Tex. When the car of corn in question was unloaded at New Castle, it was found to contain but 45,900 pounds, instead of 61,890 pounds, as shown by the B/L. It appears that the shippers in Oklahoma upon receipt of the affidavit of the New Castle agent as to the actual number of pounds of corn received by him acknowledged that the original bill was incorrect, and they thereupon refunded a proportionate part of the purchase price to their immediate vendees, and the railway company in turn refunded to the shippers a proportionate part of the freight that had been charged and collected, and the main contention now made by appellants is that they are not liable for the discrepancy in weight; it being insisted that the undisputed evidence shows that but 45,900 pounds of corn was ever delivered in the first instance to the Missouri, Kansas & Texas Railway Company. Chief Justice Conner said:

In view of the fact that the B/L attached to the draft and paid by appellees contained a provision to the effect that the railway company would not be held liable for any fault of the shippers or discrepancy in weights, we would have no hesitation in supporting the view of the law presented by appellant. See *Hutchinson on Carriers*, §§ 122, 125a; *Pollard v. Vinton*, 105 U. S. 7, 26 L. Ed. 998; *Friedlander v. T. & P. Ry. Co.*, 130 U. S. 423, 9 Sup. Ct. 570, 32 L. Ed. 991; *Cohen Bros. v. M., K. & T. Ry. Co.*, 44 Tex. Civ. App. 381, 98 S. W. 437; *Bath v. H. & T. C. Ry. Co.*, 34 Tex. Civ. App. 234, 78 S. W. 993.

**Shippers Weight.**—The difficulty, however is that we feel unable to say that the evidence is undisputed that but 45,900 pounds were originally delivered for shipment. An employee of the shippers in Oklahoma, who bought and loaded the corn in question, made an affidavit which accompanied the B/L that the car contained 61,890 pounds, and he testified upon the trial by deposition that he bought and weighed the corn in question from farmers' wagons in Oklahoma and placed it in the car; that the weights as given by him were correct to his best knowledge; that he was without any interest in the matter and could give no explanation of the discrepancy suggested. It further appeared that Rentisville, where the car was loaded, was a nonagency station, and that the B/L was issued at Muskogee.

**Seals.**—While the car upon arrival at New Castle was found in good condition, with seals undisturbed, appellant failed to show by the evidence just when those seals were attached or by whom attached. The

conductor of the appellant M., K. & T. Ry. Co. testified that he received the car at Gainesville, Tex., and that the seals were then intact, and that the car was duly transported to Wichita Falls without disturbance. The conductor of the other railway company also testified that he received the car at Wichita Falls in good condition and that the same had been transported to New Castle without disturbance.

No proof was offered, however, of the care of the car of corn from the time it was loaded by the servant of the shippers until the sealing of the car, nor, as stated, when, where, or by whom the car was sealed; nor were the circumstances of the transportation from the shipping point in Oklahoma to Gainesville shown.

The case was tried before the court without a jury, and there are no findings of fact on the part of the court; the judgment being generally for the appellees upon the facts as presented in the transcript before us. We cannot, therefore, say that the court found that but 45,900 pounds of corn, was originally delivered to the appellant M., K. & T. Ry. Co. On the contrary, we think every reasonable intendment of the evidence must be indulged in aid of the judgment, and that it is sufficient to support a finding by the court that the B/L truly specified the number of pounds of corn actually delivered for transportation. It follows that the transporting companies were undeniably liable for the deficiency in weight.

The judgment is, accordingly, affirmed.—157 S. W. 438.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for free publication, the initials, number, place, date and condition of cars seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

**Union Line 576773** passed thru Hopedale, Ill., July 10 in C. & A. train 86, leaking wheat badly at the side. We stopped leak by stuffing hole with waste and nailing down siding.—B. T. Railsback Sons.

**Wabash 67005** was set out at Delphi, Ind., July 7 leaking white corn, and repaired.—C. M. Kerlin.

**Gr. Nor. 19922** passed thru Albee, S. D., July 3, leaking barley at lower end of doorpost.—G. J. Lybeck.

**B. & O. 73114** passed thru Odell, Ill., July 2 leaking yellow corn very badly at drawbar. Unable to repair leak as train did not stop.—B. E. Gulshen of Gulshen & Wolf.

**C. M. & St. P. 17416** passed thru Hartley, Ia., July 1 via the C. M. & St. P., leaking barley all along the side.—C. H. Betts.

**N. Y. N. H. & H. 74280** passed thru Belmond, Ia., via Rock Island Lines July 1 leaking badly at side of car.—J. & R. Grain Co.

**C. G. W. 13080** passed thru Petersburg, Va., Earlville p. o., Ia., June 27 leaking a good stream of barley at end of car and middle of door.—Joe Dingbaum, mgr. for Henry Mormann.

**S. A. L. 25395** passed thru Albion, Ind., June 27 leaking barley at door.—Stefel & Levy.

**C. St. P. M. & O. 26756** arrived at Tama, Ia., June 25, from Northern Iowa Division, eastbound, leaking corn, bulge at end.—O. P. Beale & Co.

**C. M. & St. P. 43184**, consigned from Baltic, S. D., to Milwaukee, passed thru Trent, S. D., June 20, leaking wheat at side door.—A. I. Sinclair, mgr. Farmers Elevr.

**C. M. & St. P. 59724**, passed thru Colton, S. D., June 19, leaking barley at end and over draw bar.—Colton Grain Co.

**N. O. M. & C. 1720**, was set out at Danforth, Ill., June 17, leaking white corn at draw bar.—J. W. Overacker, mgr. Farmers Elevr. Co.

**N. Y. C. & H. R. 92977**, arrived at Urbana, Ill., June 15, leaking yellow corn thru bulge in siding. I stuffed burlap in the leak, but cud not nail down siding.—John Reichard.

**N. Y. C. & St. L. 25437**, was seen at Grand Crossing, Chicago, June 15, leaking corn badly over truck.—L. M. Smith, Seed Trade Reporting Buro, Chicago.







## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### RECOVERY FOR CARRIER'S DELAY.

*Grain Dealers Journal:* Will a railroad company honor claims entered for a reduction in price caused by delay in furnishing cars? That is, if a car is ordered and is not furnished within a reasonable time, are we justified in putting in a claim for the difference in price; also for the reduction in price on account of unreasonable delay in transit?—L. Birkett, with E. A. Brown, Luverne, Minn.

**Ans.:** The railroads do in rare cases pay claims for delay in furnishing cars and for delay in transit. The chief claim agent of a leading Northwestern railroad states that the negligence of the railroad must be plainly shown and that the delay must be most unreasonable, and not due to a wash-out or act of God. A claim will be paid, for example, if the car, after loading, was held forty days at a station; but even then the claim for decline in market value during delay will be scaled down 50 per cent. Liability for delay in furnishing cars is denied by the railroads on the allegation of an unprecedented demand for cars; but when, thru negligence, there being cars available no cars are furnished, the railroad company will pay the claim.

Circumstances will govern every case of this kind, and in aggravated cases it is best to put in claims, as there is a chance that they will be honored.

### CHEMICAL TO DESTROY WHEAT WEEVIL.

*Grain Dealers Journal:* Can the Journal give us the name of some chemical to put in wheat bins to destroy weevil?—Bowden-Snyder Co., Mansfield, O.

**Ans.:** For every ton of grain placed in the bin  $\frac{1}{2}$  to 1 lb. of bisulfid of carbon,

pouring the liquid on the grain in the corners and middle of the heap. Cover with a blanket to keep the fumes down, and they will penetrate clear to the bottom of the bin, killing all insect life, especially weevil. The bisulfid does not damage the grain in any way, but its vapors are explosive when mixed with air just as are the vapors of gasoline, and hence no light shud be brot near until the building has been thoroly aired. A special grade of bisulfid of carbon is sold to grain dealers under the brand "Fuma" by Edward R. Taylor, Penn Yan, N. Y.

### ELEVATOR AT KASOTA, Minn., Destroyed by Wind.

The elevator of the Kasota Elevator Co. at Kasota, Minn., was totally wrecked by a violent windstorm on June 25. The cupola was blown off and fell across the tracks of the C., St. P., M. & O. Ry. The main building was lifted from its foundations by the wind and dropped 20 ft. away.

The elevator, which has a capacity of 250,000 bus., is principally a working house. It contained but little grain at the time of the storm, and as the storm occurred at midnight, no one was near the plant at the time.

The Kasota Company is now engaged in clearing away the debris. The elevator, which is valued at \$100,000 is a complete loss, but was partially insured.

NEW YORK has arranged to report domestic and bonded exports separately, so that the trade will now be able to tell how much of the daily clearances are United States, and how much Canadian, grain or flour. New York is the last port to adopt this detailed method of reporting clearances.

## Chicago Futures

Opening, high, low and close on wheat, corn and oats for September delivery during June and part of July are given on the chart herewith.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

### CANADA.

Ottawa, Ont., June 1.—Total wheat area of Canada 9,816,300 acres; an increase of 57,900 acres over 1912. Spring wheat 8,990,500 acres; an increase of 13,100 acres. Oats acreage 9,608,500 acres; an increase of 391,600 acres over 1912. Barley acreage 1,425,200 acres; an increase of 10,000 acres and rye 126,500 acres; a decrease of 9,610 acres. Condition of crops generally favorable; fall wheat 80.62%; spring wheat 91.55%; oats 91.72%; barley 91.19%; rye 87.70%; peas 88.24%; mixed grain 90.15%. On corresponding date of 1912 fall wheat was 71.46%; all other crops above 90%, except rye which was 87.24%, peas 83.85% and mixed grain 87.92%.—Archibald Blue, chief Officer of the Census and Statistical Office, Dept. of Trade and Commerce.

### ILLINOIS.

Sandoval, Ill., June 24.—Oats no good in our territory. Need rain if corn does any good.—H. R. Hall.

Hammond, Ill., June 28.—Oats will make 25 bus.; wheat fine; will make 20 bus.; corn good.—T. J. Kizer & Son.

Yorkville, Ill., June 28.—Poor prospect for corn and oats are past redemption.—O. E. Jacobs, Mgr. Farmers Elvtr. Co.

Augusta, Ill., July 6.—Wheat acreage 50%; condition 100%; no old grain in farmers hands.—C. E. Dawkins & Co.

Edinburg, Ill., July 2.—Corn prospects fine. Wheat good, almost all cut. Oats will not make over  $\frac{1}{2}$  crop.—O. H. Rink & Co.

Rochester, Ill., July 2.—Wheat fine; average 20 bus.; acreage small. Corn fine; some too big for plowing. Oats will make  $\frac{1}{2}$  crop.—Twist Bros.

Stonington, Ill., July 7.—Wheat good; altho some smut. Oats will make about  $\frac{1}{2}$  crop. Corn good; needs rain.—J. S. Guthridge, mgr. Wm. Loveless.

Augusta, Ill., June 26.—Wheat about  $\frac{1}{2}$  crop; stand good; acreage  $\frac{1}{2}$ . Oats also  $\frac{1}{2}$  crop and poor; corn 100%; good stand; looks fine.—C. E. Dawkins & Co.

Boody, Ill., July 8.—Wheat will average 20 bus. Oats will make possibly 20 bus. Corn spotted; some fields fine; others stand poor.—E. W. Jokisch, Boody Elvtr. Co.

Blue Mound, Ill., July 7.—Oats are short of straw but will make a fair crop. Growing corn looks fine; about 40% of old corn left in farmers hands.—E. W. Crow & Co.

Morrisonville, Ill., July 3.—Corn crop good except in spots where chinch bugs are eating it. Oats crop very short. Wheat crop good; will average 15 bus.—Thos. C. Doyle.

Lanesville, Ill., July 7.—Wheat fair; acreage small. Corn improved since rain; stand about 80%; some late but growing fast. Oats about  $\frac{1}{2}$  crop.—Metcalf & Kinahan.

Donnellson, Ill., June 24.—Oats crop practically ruined and now being pastured. Hay will make  $\frac{1}{2}$  crop. Corn has good prospect.—Denver Dunn, mgr. Donnellson Elvtr. Co.

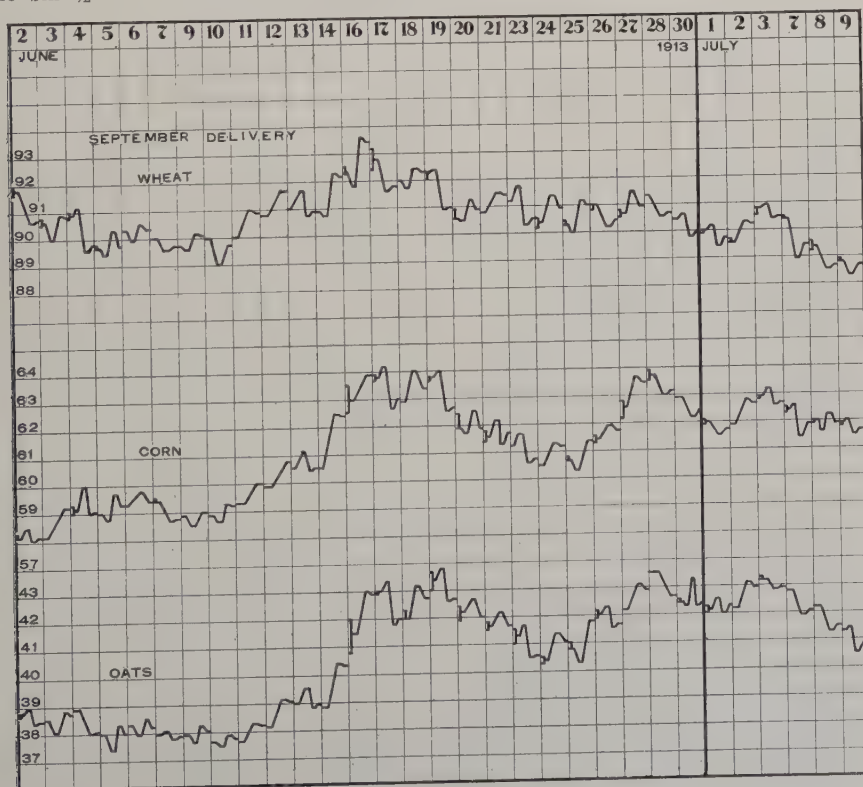
Stonington, Ill., July 7.—Wheat will average about 25 bus. Oats will not make over 15 to 20 bus. Corn looking fine; stand fair. About 30% of old corn left in farmers' hands.—S.

Taylorville, Ill., July 3.—Wheat fair; will average 15 to 20 bus. Corn uneven stand; being hurt some by chinch bugs. Oats yield will be short; won't make  $\frac{1}{2}$  crop.—Wm. Loveless.

Mt. Auburn, Ill., July 1.—Corn fair; bad stand. Wheat fair; small acreage. Oats an unknown quantity; too short to be cut.—D. C. Armstrong, mgr. Mt. Auburn & Osbornville Grain Co.

Osbornville, Ill., July 8.—Oats will make  $\frac{1}{2}$  crop. Corn fine but stand poor. Wheat averaging 20 bus.; some fields making 30 to 35 bus.—O. F. Young, mgr. Mt. Auburn & Osbornville Farmers Grain Co.

Clarksdale, Ill., July 3.—We took in first load of new wheat today; it tested 60 lbs. Oats poor; hurt by drought and chinch bugs. Corn fine but may be hurt by chinch bugs.—J. E. Larkin, mgr. Twist Bros.





Willeys, Ill., July 7.—Oats will make about a  $\frac{1}{2}$  crop. Corn is fine; good stand. Wheat will average 25 bus. One field tested 59  $\frac{1}{2}$  lbs. and averaged 43.20 bus. per acre.—G. H. Slick, mgr. B. F. Jostes & Co.

Breckenridge, Ill., July 2.—Wheat good; will average 20 to 25 bus. Corn better than last year; fine prospect. Oats fair; will make light crop. Clover hay fine.—E. L. Davis, mgr. Berry & Breckenridge Farmers Grain Co.

Atwater, Ill., July 6.—Wheat acreage same as usual; none plowed up; chinch bugs and dry weather have cut crop one-half; quality good to very poor. Few oats will be harvested; no old wheat, corn or oats in farmers' hands; some corn being shipped in. Threshing now going on.—V. L. Enslow, G. W. Barnett & Co.

Honey Bend, Ill., July 3.—No wheat grown here. Oats crop a failure; chinch bugs and drought did the damage. Growing corn good; but poor stand; chinch bugs now attacking corn; a few fields entirely ruined.—S.

Roby, Ill., June 30.—Corn fine but uneven stand. Oats no good; doubt if we will ship a car of oats. Wheat yield about 20 bus. per acre, quality fine. Clover good. Timothy crop short.—Alvey Yeaman, mgr. Roby Grain Co.

Wilmington, Ill., June 30.—Corn doing fine; needs rain. Oats being damaged extensively by extreme heat. Wheat in fair condition; will cut about July 4. Timothy hay light; clover hay heavy; will run a ton and a half to acre.—F. A. Bruns.

Lostant, Ill., July 7.—Corn growing fast; good color; fields clean; early corn starting to tassel; all corn will be laid by this week. Oats all headed; good color; farmers estimate yield 30 to 60 bu. We have not contracted any new oats.—H. C. Vollmer.

Bolivia, Ill., June 30.—Oats practically failure; do not expect to ship over one or two cars. Corn stand uneven; account drought. Wheat will average 12 bus. Threshing will commence next week.—M. M. Spengler, mgr. Bolivia Farmers Grain Co.

Buckhart, Ill., June 30.—Wheat fine, average over 25 bus. per acre. Corn uneven stand and backward, looks like  $\frac{3}{4}$  of a crop. Oats poor. Do not expect to ship any oats. Hardly enuf for seed and feed. Clover good, timothy no good.—H. C. Ratz, mgr. Buckhart Farmers Grain Co.

#### INDIANA.

Denver, Ind., June 25.—Oats short; corn and young clover looking good.—E. S. Kline, mgr. O. Gandy & Co.

Gem sta., Greenfield p. o., Ind., July 2.—Threshing will begin next week; quality good; 15 to 18 bus. to acre. Some oats will make 60 bus. and some will not be cut at all; will be half a crop. Corn extra good and clean. New wheat will not come in freely, as prices do not please the farmers.—T.

Worthington, Ind., July 2.—Winter wheat promises fairly good yield; extra quality; acreage reduced 25% by floods in March. River bottom and prairie wheat inundated for 2 weeks and large percentage killed; 25% decrease in amount harvested. Flooded lands largely resown to oats and corn; but the 7 weeks drouth has settled the oats question; heading out and less than a foot high; ground will be resown to cowpeas. A small percentage of old corn remains, about 10%; old wheat all gone.—J. D. Myers.

#### IOWA.

Shannon City, Iowa, June 25.—Prospects favorable for good crop of wheat and oats. Corn doing well but 2 weeks late.—Snyder Grain Co.

Creston, Ia., July 1.—Wheat a nominal crop or above; increasing each year in acreage. Oats good crop; corn in normal condition; farmers cutting hay this week.—Gault Bros.

Blockton, Ia., June 25.—Finest prospects for wheat, oats and corn in 30 years. Wheat 115%; oats 100% and corn 120%. None plowed up; afraid of too much rain; had 5 ins. in 2 hours.—M. K. Chandler.

Osceola, Ia., July 1.—Wheat 15 to 30 bus.; good quality; a little larger acreage. Oats 25 to 35 bus.; corn late, but prospects good. Some corn and oats to move; farmers too busy to haul it.—Curnes, Eddy & Co.

Des Moines, Ia., July 5.—Oats crop in this section doing fine since the rains; in some parts of the state straw is short and oats will run only 25 bus. All corn is doing well; farmers busy nursing it. Winter wheat runs 35 to 45 bus. All wheat promises well. Heavy hay crop being cared for, in fact heaviest clover crop ever raised.—B. A. Lockwood, B. A. Lockwood Grain Co.

#### KANSAS.

Formoso, Kan., June 25.—We are now harvesting a strictly bumper crop of wheat.—J. Jacobson.

Coffeyville, Kan., June 24.—Wheat will make  $\frac{1}{2}$  crop. Oats good. Corn has good stand. Hay will make  $\frac{1}{2}$  crop.—A. T. Ragan.

Princeton, Kan., June 24.—Wheat now being cut; will average about 20 bus.; acreage small. Corn fine; acreage large.—E. E. Stinebaugh, mgr. Stinebaugh-McGee Hay Co.

Everest, Kan., June 27.—Wheat 25 bus.; good quality; will begin to move about July 10. Oat crop short; 50% of a crop. Corn good, but backward; some corn, little wheat, and no oats back.—E. E. Johnson.

Topeka, Kan., June 26.—Estimated acreage of winter wheat increased 57,000 acres, making a total of 7,693,353 acres; acreage plowed up 22%, amounting to 1,697,621 acres and leaving 5,995,732 acres to be harvested; average condition 62.87%; a decrease of 26.71% since Apr. 24; and 76.6 at this time last year. Deficiency of rain when wheat was heading and chinch bugs are to blame for the damage. Wheat harvest finished in the southern counties and in full swing elsewhere; fair quality. Less corn planted than a year ago, the decrease amounting to 200,000 acres; average condition 85.6%, compared with 84% a year ago; planting was late and growth is backward. Oats acreage same as last year, amounting to about 1,512,660 acres; average condition 49.3%, compared with 75.7% a year ago.—F. D. Coburn, sec'y Kansas Dept. of Agriculture.

#### KENTUCKY.

Midway, Ky., June 25.—Wheat fairly good; about 18 bus. average.—Cogar-Rumley Co.

#### MARYLAND.

Frederick, Md., June 26.—Barley harvested and threshed; about  $\frac{3}{4}$  of a crop, not much better than  $\frac{1}{2}$ . Wheat not up to normal; may average 18 bus. Corn prospects good; hay poor crop but good quality; having seasonable rain now.—Edw. D. Shriner.

#### MICHIGAN.

Lansing, Mich., July 1.—Average estimated wheat yield 14.63 bus.; rye 13.81 bus.; condition of corn 87%, compared with 68% a year ago. Buckwheat acreage 89%; bean acreage 96%; peas acreage 89%.—Frederick C. Martindale, sec'y of state.

#### MINNESOTA.

Glyndon, Minn., June 28.—Crops looking fine; plenty of rain lately.—A. C. Hannaford.

St. Peter, Minn., July 3.—Plenty of moisture; small grain doing fine. Corn waist high; booming; especially good. Prospects for best crop in years.—E. J. Matteson.

Kilkenny, Minn., July 8.—Wheat crop improved by cool weather; early harvesting started in some sections; prospects good for heavy crop.—J. F. McKellar, mgr. Kilkenny Grain Co.

Minneapolis, Minn., July 3.—Weather last three days of last week was intensely hot and wheat crop in dry district in central South Dakota was further impaired; in other sections much uneasiness prevailed because of the drouth. Heavy showers and good rains over the whole of the three states and cooler temperatures without winds have prevailed the last three days. Early sown wheat in central South Dakota is beyond help. Rain will do much good to the late sown crops which are possibly one-half the acreage. On the whole, at the end of this week conditions may be said to be some better than at its beginning.—The Van Dusen Harrington Co.

#### MISSOURI.

Parnell, Mo., June 27.—Wheat best in years; oats short; corn in excellent condition.—E. H. Jones.

Davis, Mo., July 5.—Wheat fair acreage; yield  $\frac{1}{2}$ ; quality good; oats entire failure.—Irvin Kinion, mgr. Davis Grain Co.

Ravenwood, Mo., June 27.—Wheat 25 to 30 bus., good quality; 50% increase in acreage; will begin threshing in a week. Oats short; corn looking good.—J. C. Peterson.

King City, Mo., June 27.—Wheat making from 30-40 bus.; with about a 25 bu. average; and 25% increased acreage. Good oats prospects; small acreage; good stand of corn.—C. E. Frederick.

Vandalia, Mo., June 26.—Small grain, especially oats and hay, poor; much corn replanted; warm southwest winds. Wheat has deteriorated 50% or more for lack of rain. Oats almost a failure.—J. F. Coontz.

Tarkio, Mo., July 2.—Corn crop prospect never better. Had good rains recently. Corn good color and about ready to lay by. Farmers are beginning to cut wheat and most reports show good quality; yield as good or better than usual; about the same acreage as last year.—Scamman & Shaum.

Columbia, Mo., July 5.—The mean temperature of the month has been 76; total rainfall 2.40 in., compared with 3.50 in. in June, 1912. Condition of corn 86%; one month ago 87%; a year ago 85.6% acreage 98% compared with 7,610,900 acres last year. Soil condition 95%; damage from dry weather 15%; stand probably best in history of the state. Wheat never went into shock in better shape; practically no abandoned acreage; no loss from wind or storm; 86% of crop harvested; condition of standing wheat 88%; preliminary estimate of yield 16.1 bus., compared with 12.4 bus. last year; acreage 2,023,000 acres; practically all of this harvested; 4.69% of new crop threshed; yield and quality better than anticipated; quality 96%. Oats condition 56.4%; estimated crop tall enuf to be cut with binder 65%; damage due to late seeding and lack of moisture.—T. C. Wilson, sec'y State Board of Agriculture.

#### MONTANA.

Big Sandy, Mont., July 7.—Crop conditions favorable; winter wheat safe; everything points to bumper crop; 10% of last year's grain still in farmers' hands.—W. A. Schurmann, agt., Rocky Mountain Elvtr. Co.

#### NEBRASKA.

Kimball, Neb., June 28.—Must have rain or no crop; little grain left in farmers' hands.—Bert Larson.

Pierce, Neb., July 5.—Crops looking good. Oats will not be heavy; wheat and rye good; corn looks fine; needs rain.—Pierce Elvtr. Co.

Sweetwater, Neb., June 23.—Oats crop short; wheat 25 to 30% short of last year. Corn doing well but backward and dry.—L. E. Highland of Highland Bros.

Endicott, Neb., June 25.—Jefferson county, Neb., has one of the best wheat crops in its history; wheat will go into shock in fine shape; corn backward; soil dry.—Fairchild Bros.

Lyons, Neb., July 1.—Crops fair; little too dry now; too wet in early spring. Small grain ground badly baked. Corn looking good; a week late; not much grain in farmers' hands.—M. A.

Randolph, Neb., July 5.—Rain badly needed for small grain; corn looking good; 20% better than last year. Movement of grain slow; some old corn in farmers' hands; will be marketed last of July or first of August.—H. O. Peterman.

Fremont, Neb., July 5.—Corn crops in general are in a good growing condition, most of the stands ranging from 90 to 100%, with a few cases where they may range around 85%. We have had sufficient moisture in nearly all parts of Nebraska for the crops up to the present time, and the corn has been showing very rapid growth during the warm weather of the past two weeks, in many cases being waist high and in some cases up to the armpits. A few replanted crops are not quite as high, but we believe will come along all right. The winter wheat is now being harvested and we believe will make a large yield ranging from 35 to 40 bus., and in some cases larger. The spring wheat is coming along in good shape and will make a good crop. Oats are also fairly good in the eastern and northeastern part of Nebraska, but we understand are not quite as good farther west. The crops, however, in the extreme western part of Nebraska we understand are good, that is from North Platte northwest into the Scott's Bluff country along the North Platte river, but not quite as good from Kearney to Lexington, Neb., and from Paxton, which is west of North Platte, and continuing west along the South Platte River have also been hurt by the dry weather. In other sections of the state the conditions are generally favorable for good crops.—Wm. Emerson, mgr., Western Seed & Irrigation Co.

#### NEW HAMPSHIRE.

Chichester, N. H., July 3.—Outlook for good crop bad; everything drying up and rain needed immediately to save crops, especially corn.—L. A. Sanborn.

#### NORTH DAKOTA.

Deapolis, N. D., June 26.—Plenty of rain now; crops looking fine.—Louis Krueger, agt., Elsmarck Elvtr. & Inv. Co.

Barlow, N. D., June 25.—No winter wheat sown here; about 15% of the acreage sown to oats. Still in farmers hands oats 20%, wheat 5%, barley 5%, no flax or rye.—Farmers Elvtr. Co.



Bathgate, N. D., June 29.—No winter wheat here; spring wheat acreage decreased 25%; barley acreage increased 10%, oats 10%, and flax 10%. Crops late and backward; good rain today; first this season.—J. O. Mahoney, agt. Farmers Elvtr. Co.

## OHIO.

Defiance, O., July 3.—Crop outlook good; wheat cutting now; well filled.—Defiance Iron & Steel Co.

Ft. Jennings, O., June 24.—Oats poor; full of weeds and short. Corn will be fine if have rains.—Rudolph Raabe, with Raabe Bros.

Kenton, O., July 5.—Wheat cutting now going on; acreage small; quality looks good. Corn looking good; rather backward. Oats in bad shape; heading out while very short; too short to cut.—L. G. S., with J. B. Seymour.

Versailles, O., July 5.—Wheat all cut but none threshed yet; prospect for a good average yield; good quality; acreage below average. Oats acreage below average; indications for light yield. Corn acreage average; general condition good.—W. C. Hile.

Columbus, O., July 1.—Wheat prospects 94%; damaged by a joint worm 4%; harvest in full blast. Oats prospects 81%, showing a decline on account of drouth; rain needed badly. Corn acreage estimated at 3,044,078 acres or 95%, compared with 3,207,717 acres in 1912; condition 90%; quite satisfactory; damage by cut worm 3%; by grub worm 2%.—Ohio Dept. of Agriculture.

## OKLAHOMA.

Amorita, Okla., June 30.—Crops light.—Frank Loesser, mgr. Farmers Federation Elvtr.

Ames, Okla., July 7.—Wheat half threshed; yield 15 bus.; quality good.—Chas. Cottar.

Hollister, Okla., July 3.—This is the "banner" wheat center of the southwest; shipped 50,000 bus. of wheat in last 10 days of June; will probably ship 200,000 bus. this season. Recent rains have insured good average corn crop.—G. G. Black.

Ralston, Okla., July 5.—Oats and corn prospects good; oats will make 40 to 70 bus.; quality good. Wheat only fair; making 10 to 25 bus.; will grade No. 2. Corn prospects fine; early corn in silk; plenty of moisture; acreage large; half of wheat and oats threshed.—A. D. Krow Grain Co.

## PENNSYLVANIA.

Dillsburg, Pa., June 30.—Wheat crop possibly a little better than half a crop; oats poor; corn looks poor but may improve.—John E. Cook, The Cook Grain, Feed & Supply Co.

## SOUTH DAKOTA.

Mellette, S. D., June 27.—Crops hurt by dry weather; damage fully ½; no rain in sight; windy and hot.—G. W. Gange, mgr. Farmers Elvtr. Co.

Parkston, S. D., June 26.—Small grain injured at least 30% by drouth; corn doing fine; good rain last night; need more.—J. W. Straup, mgr. Farmers Elvtr. Co.

Albee, S. D., July 4.—Crops hurt considerable by drouth; last five days favorable for small grains; cool with showers; drenching rain today.—Gus. J. Lybeck.

Bath, S. D., June 20.—No winter wheat here; only enuf oats sown for feed; almost a complete failure; probably 8,000 to 10,000 bus. of wheat still in this territory.—R. R. Jones.

Mitchell, S. D., June 25.—Crops all looking good except a few early sown oats; all need rain badly; will not be able to stand hot, dry, windy weather much longer.—F. L. Moyer.

## TEXAS.

Lone Oak, Tex., July 5.—Oats crop fine but rains are damaging quality; corn prospects best in 4 years.—T. P. Stilwell.

Heindenheimer, Tex., July 6.—No wheat in this country; oats all threshed and sown.—J. D. Hill.

Happy, Tex., July 5.—No wheat or oats; both crops failed; long dry winter; hard blowing, long continued winds.—J. O. Bradenbaugh, pres. Plains Lbr. & Grain Co.

Goree, Tex., June 20.—Winter wheat good; acreage 50%; oats not good; acreage 60%; threshing in full blast; corn and maize in good condition.—J. B. Wadlington, Goree Grain Elvtr.

Claude, Tex., June 28.—Grain nearly a failure this season; will be no oats to ship out and only a few cars of wheat. We buy straight from the farmers and do not keep much on hand.—Weeks & Bagwell.

Groom, Tex., July 5.—Threshing in full blast; wheat making 10 bu.; few oats. Wheat acreage cut short on account strong winds in spring blowing it out; will ship 100 cars of wheat this year.—R. D. Kitching, mgr. Farmers Grain & Elvtr. Co.

Celina, Tex., July 3.—Heavy rains all over Texas now; will be no threshing done until the middle of next week; if rain lasts a few days longer, grain in shock will be ruined; estimate 40% of grain threshed.—W. L. Newsom, sec'y, treas. and gen. sales mgr. Celina Mill & Elvtr. Co.

Haskell, Tex., June 7.—Wheat acreage less than we have ever known it to be; yield will be light for all small grains; acreage of maize large; grasshoppers are eating a great deal of the maize at present and it is impossible to estimate what crop will be.—Sherrill Elvtr. Co.

Fort Worth, Tex., July 2.—Harvesting a splendid oats crop; will run 30,000,000 bus. Wheat also thru in nice shape; will have 8 to 9,000,000 bus. Corn prospects best ever; had timely June rains insuring all Texas corn. Will have around 150,000,000 bus. if prospects continue.—J. A. Bushfield & Co.

Texas crop prospects are far better than estimated. After receiving reports from over 100 grain elvtr. and mill operators from all parts of the state, I should judge that the oat and wheat crop would be from 80-90% of last year in yield, but the fact that there is a 10-20% increase in acreage in both the grains, means that stations will ship about the same amount of grain as last year. Oats are beginning to move in South Texas and both oats and wheat will be moving all over the state by June 20. Wheat and oats are of better quality than last year. Oats are selling freely at 30-32c per bu., sacked.—A. R. B.

## WASHINGTON.

Colton, Wash., June 24.—Spring grain looking fine; winter wheat and barley in full head; about 10 days late. Winter wheat spotted and uneven on account of freezing out, weeds and continued wet weather; stand good; but grain lodging badly. Have not had over 3 or 4 days of fair weather for a month; rain every day; some alfalfa cut, but is moulding on ground.—R. E. Clouse, R. F. D. No. 2.

## WISCONSIN.

Madison, Wis., June 15.—Average condition of winter wheat 93.4%; spring wheat 95.1% winter rye 95.4%; spring rye 93%; barley 95.1%; oats. 97.3. Corn acreage equal to that of 1912; percentage planted June 1, 73%; flax acreage decreased 10%. In the northern section of the state crop conditions are excellent with prospects better than the average.—J. C. MacKenzie, sec'y Wisconsin State Board of Agriculture.

## GOVERNMENT CROP REPORT.

Washington, D. C., July 9.—The U. S. Department of Agriculture reports the condition of crops on July 1 to have been as follows:

### Spring Wheat.

Spring wheat acreage equaled 18,663,000 acres; compared with 19,243,000 acres last year. Condition equaled 73.8% of normal; compared to 93.5% on June 1, 89.3% on July 1 of last year, and 85.3% the 10-year average on July 1. Total yield is estimated at 218,000,000 bus., compared with 330,348,000 bus. last year, 190,632,000 bus. in 1911, 200,979,000 bus. in 1910, and 265,000,000 bus. in 1909.

	Condition			
	July 1, 10-yr.	July 1, 1912.	1911.	ave.
North Dak.....	70	91	92	85
Minn. ....	81	95	89	86
South Dak.....	60	97	83	82
Wash. ....	93	93	90	87
U. S. ....	73.8	93.5	89.3	85.3

### Winter Wheat.

Winter wheat fields totaled 30,938,000 acres; compared with 26,571,000 acres last year. The condition is placed at 81.6% of normal, compared with 83.5% on June 1, 73.3% on July 1, 1912, and 79.9%, the 10-year average. Total production is placed at 433,000,000 bus. compared with 399,919,000 bus. last year, 430,656,000 bus. in 1911; 434,142,000 bus. in 1910, and 418,000,000 bus. in 1909.

	Condition			
	July 1, 10-yr.	July 1, 1912.	1911.	ave.
Kansas.....	65	72	75	74
Nebraska.....	86	95	72	81
Missouri.....	90	88	68	78
Illinois.....	86	83	45	78
Indiana.....	90	87	42	77
Ohio.....	89	91	41	77
Oklahoma.....	56	55	77	74
Pennsylvania.....	89	91	88	88
Washington.....	94	95	94	90
Michigan.....	82	83	53	79
Virginia.....	93	91	83	86
Kentucky.....	92	88	71	82
Texas.....	83	77	85	73
Maryland.....	81	90	90	86
N. Carolina.....	96	92	77	84
Oregon.....	92	91	102	90
Montana.....	87	89	88	91
New York.....	89	89	76	85
Iowa.....	92	84	81	88
Idaho.....	91	90	94	94
California.....	60	55	79	77
U. S.....	81.6	83.5	73.3	79.9

### Oats.

The oats acreage is placed at 38,341,000 acres, compared with 37,917,000 acres last year. Condition 76.3% of normal, compared with 87% on June 1, 89.2% last July, and 84.5%, the 10-year average. Yield is estimated at 1,031,000,000 bus., compared with 1,418,337,000 bus. in 1912; 922,298,000 bus. in 1911; 1,186,341,000 bus. in 1910; and 1,007,600,000 bus. in 1909.

	Condition			
	July 1, 10-yr.	July 1, 1912.	1911.	ave.
Iowa.....	84	96	94	87
Illinois.....	62	74	90	82
Wisconsin.....	91	94	88	91
Nebraska.....	81	96	83	80
North Dakota.....	71	92	91	85
Kansas.....	58	73	83	73
Ohio.....	72	85	92	86
Indiana.....	54	75	95	82
South Dakota.....	76	97	85	83
Michigan.....	77	88	83	86
New York.....	89	92	81	90
Missouri.....	75	75	87	78
United States.....	76.3	87.0	89.2	84.5

### Barley.

Barley acreage is figured at 7,255,000 acres, compared with 7,530,000 acres last year. Condition 76.6% of normal, compared with 87.1% on June 1, 88.3% on July 1, 1912, and 85.4%, the 10-year average. Yield is placed at 165,000,000 bus. compared with 223,824,000 bus. last year, 160,240,000 bus. in 1911, 173,832,000 bus. in 1910, and 173,900,000 bus. in 1909.

### Corn.

Corn plantings are estimated at 106,884,000 acres, compared with 107,083,000 acres last year. Condition 86.9% of normal, compared with 81.5% on July 1 last year and 84%, the 10-year average. Estimated total production 2,971,000,000 bus., compared with 3,124,746,000 bus. last year, 2,531,488,000 bus. in 1911, 2,886,260,000 bus. in 1910, and 2,552,000,000 bus. in 1909.

	Per cent of 1912 area.	Condition		
		July 1, 10-yr.	1911.	ave.
Ill. ....	99	10,551,000	83	78
Ia. ....	99	9,947,000	89	83
Mo. ....	97	7,393,000	85	83
Neb. ....	100	7,609,000	91	80
Kan. ....	98	7,424,000	81	84
Tex. ....	97	7,081,000	83	84
Okla. ....	95	5,176,000	87	90
Ind. ....	99	4,898,000	88	77
Ohio ....	98	3,995,000	89	77
Ga. ....	104	4,066,000	99	78
Ky. ....	101	3,636,000	90	82
Ala. ....	103	3,244,000	87	82
Miss. ....	104	3,230,000	85	82
N. C. ....	101	2,836,000	89	88
S. D. ....	105	2,620,000	93	76
Ark. ....	101	2,500,000	81	84
Va. ....	100	1,980,000	91	88
S. C. ....	104	1,992,000	86	79
La. ....	107	1,931,000	87	77
Wis. ....	100	1,632,000	89	77
Mich. ....	101	1,641,000	85	72
Penn. ....	101	1,463,000	87	78
U. S. ....	99	106,884,000	86	81

Rye condition is estimated 88.6% of normal; compared with 90.9% on June 1, 88.2% on July 1 of last year, and 89.7%, the 10-year average. Production is estimated 35,664,000 bus. last year, 33,119,000 bus. in 1911, 34,897,000 bus. in 1910, and 30,000,000 bus. in 1909.

FOREIGN MAIL parcels will be delivered in the same manner as domestic parcel post matter, according to a new regulation of the Post Office Dept., unless there are custom charges to be collected, in which case the addresses will be notified.



## BUFFALO ELEVATOR AND Mill Destroyed by Dust Explosion.

The plant of the Husted Milling & Elevator Co., Buffalo, N. Y., was destroyed the afternoon of June 24 by a dust explosion and fire that cost the lives of 30 men, injured 75 more, and resulted in a property loss of nearly half a million dollars.

The force of the explosion was almost unbelievable. Within a radius of half a mile windows were broken and persons were knocked off their feet. Heavy steel girders were hurled 200 yards from the plant. Huge masses of masonry weighing a ton or more were found in the Nickel Plate yards, fifty feet away. A 12-inch concrete wall 60 ft. away, collapsed under the force of the concussion.

Immediately after the explosion, fire burst out simultaneously in half a dozen places, and in an hour the mill was a smoking ruin. The search for bodies proceeded under tremendous difficulties. Huge steel girders, twisted by the shock and fused by the heat, defied the efforts of the searchers to move them. The few walls that remained standing were at the verge of collapse. The smoldering grain cooled slowly and gave off a stench. The immense quantities of water poured into the plant by the fire engines created a small lake, adding to the difficulties of the wreckers. Even at this late date no one knows how many bodies may lie under the masses of grain and brick.

This is one of the worst mill and elevator disasters on record. Officials of the company are positive that there was no boiler explosion. The Assistant Superintendent, Thomas O'Brien, asserts positively that the dust collecting apparatus was in working order and that no dust was permitted to accumulate.

The theory was advanced that the disaster was caused by an explosion of gases produced by the grain drier. The Husted Company purchased some of the grain damaged in the Erie Elevator fire, which occurred May 15, but the last of this grain

was bot three weeks prior to the accident, and the grain driers had not been in use for several days before the explosion.

The first reports were that there was but one great explosion, but later it was stated, as seems more probable, that there was a series of explosions, occurring so closely together that to the startled listener, they sounded like one.

Various governmental bodies will make a full investigation into the accident. The New York Industrial Board will study the disaster for the purpose of finding the cause and taking steps to prevent a recurrence. It is to be hoped that these investigations will be conducted by competent men in order that the exact cause may be revealed, so that other mills and elevators will be in a position to take proper precautions against similar disaster.

The Husted plant was insured for \$450,000, covering buildings and machinery, and \$100,000 covering grain and merchandise. The plant consisted of a 250,000-bu. elevator constructed partly of wood and partly of concrete, with a structural steel superstructure containing the cleaning and distributing machinery. Adjoining this elevator was a 400,000-bu. concrete storage plant known as the "Annex." The mill building, 30x100 ft. and six stories high, was built of steel and fire-proofed. Warehouse A, 70x250 ft., was built of wood covered with galvanized iron; Warehouse B, 100x150 ft., was built of brick with steel columns and had a bin capacity of 50,000 bus.; Warehouse C, 100x150 ft., was built of steel and wood with brick walls. The power plant was of brick and steel.

The main elevator was completely destroyed. Warehouse A was also burned to the ground; Warehouse B was badly damaged; but Warehouse C, protected by the concrete Annex, escaped serious damage.

The concrete storage bins, known as the Annex, altho subjected to tremendous heat from the burning elevator adjoining, escaped without damage, except that the plaster on the bin floors was blown off by

the explosion. This fire again illustrates the ability of concrete to withstand terrific heat. It also shows that steel construction, when unprotected, is not fireproof.

Three engravings herewith from photographs of the Husted plant after the explosion give vivid testimony of the violence of the explosion.

THE PROCESS for bleaching flour was again thrown into court by the action of the U. S. Government recently in petitioning the Supreme Court for a writ of certiorari to review the decision of the U. S. Circuit Court of Appeals. In the original suit the court took the position that the statute was not intended to permit producers and vendors to add poisons and other injurious substances to food so long as the quantity added was not sufficient to produce observable poisonous or injurious effects upon the health of consumers, nor was it intended that the government must prove that an article of food contains added poisonous or other deleterious ingredients in such a quantity as wud render it injurious to health, before proceeding to condemn it. The Court of Appeals held the opposite view that the poison must be added in such a quantity as to create a possibility of injury to health due to the added ingredient and in the quantity in which it is added. Thus, one court holds that the government merely has to prove the injurious quality of the added substance, regardless of the quantity used; the Court of Appeals holds that the government must prove that the quantity added is sufficient to cause injury to health. This latter decision wud practically nullify the Pure Food Act, as the effectiveness of the poison in a food wud vary greatly with different individuals, and furthermore, it wud be exceedingly hard to prove that injury to health resulted solely from the poison contained in a single article of food.

The Grain Dealers Journal is always read with great interest by our firm.—Roth Grain Co., Wichita, Kan.



Husted Milling Co. explosion. View of fire from east side.





View of the west side of Husted Milling Co.'s plant after the smoke cleared away.



East side of Husted Milling Co.'s plant after explosion and fire.



## MEETING OF AMERICAN Seed Trade Ass'n.

The 31st annual meeting of the American Seed Trade Ass'n was called to order at 10:30 a. m., June 24, at the Hotel Statler, Cleveland, O., by Pres. Chas. N. Page of Des Moines, Ia., the dealers in grass seed being very well represented in the 100 or more present.

Mayor Baker welcomed the seed dealers to Cleveland. Pres. Page delivered his annual address and Geo. S. Green, of Chicago, read a paper on "Are Standards of Purity Practicable in State Seed Laws," from which we take the following:

### Are Standards of Purity Practicable In Seed Laws?

I have agreed with our President to open this subject for discussion, and not to prepare an exhaustive study of it, so when you observe how many points of view I have overlooked, please remember that it is up to you to call attention to them in the discussion which is expected to follow this paper. The title of the paper, as printed in the program, was selected for me, but really it is too narrow to cover the questions at issue with regard to seed legislation, and I think our discussion here should go into the general features of practicable seed legislation and not be confined to the question of standards of purity.

**Criminal law** should be invoked only to punish or restrain the man who has done or would do serious injury to his neighbor or to society at large. Laws which hamper or restrict the action of the man who is, upon the whole, performing useful service to society, may easily do more harm than good, unless very carefully considered. Progress toward perfection in human conduct will always come rather from the growth of better ideals in individuals and in the community than from the compulsion of law.

Some well-meaning but unwise reformers think that law should so closely hedge about the conduct of individuals that any slight departure from their own ideals will be met with severe punishment. Laws based upon such ideals frequently are faulty because natural conditions prevent their enforcement.

Any law which is unenforced or unenforceable, works a great injustice against the law-abiding man who tries to conform to burdensome or impossible conditions only to find that the law is dead, does not and cannot regulate the conduct of his less scrupulous or less careful competitor.

Many seed laws have been proposed and some of them passed, which have established standards of purity so high that it has been impossible to produce or re-clean seeds in quantity so that they would conform to the law. In some instances the first official act of officers charged with the enforcement of the law has been practically to nullify portions of the law, because they could not be enforced. Such standards of purity are absurd and should never again be incorporated in a law. Every such law enacted defeats and delays that reasonable regulation of the seed business which will undoubtedly some time be in effect in most of the states.

A reasonable standard of purity, to which seedsmen having proper equipment can conform, is probably a wise and proper provision of a seed law, but it is my belief that when seeds have been cleaned to such a standard they should be salable in any and all states, without tags or restrictions of any kind. Seeds below this standard should be tagged with reasonably full information, showing the relatively low grade of the seed, and a second and lower standard might also be provided, and the sale of the seeds below this standard prohibited. The Iowa seed law is constructed somewhat along these lines, and it has probably been the most effective and beneficial law in force in any of the states. If some of the defects of the Iowa law could be corrected, and if it could then be made the law of every state of the Union, seedsmen would know how to conduct their business, the farmer would be protected and the general good of agriculture conserved.

The trouble from which seedsmen suffer most now is the multiplicity and variety of standards, and of laws. Standards too high, standards too low, standards wise, standards foolish, germination standards, tags in many styles and sizes, licenses, requirements to state the place of growth, the year of growth, the purity by count, the exact percentage of each and every impurity in every parcel of seed; all these

confront the seedsmen doing a general business. As yet no eminent lawmaker has proposed that each and every seed shall be labeled with all these facts, but the decade is still young and the brains of the lawmakers busy.

If, in some way, we could secure one reasonable, sensible, effective law which could be enacted in each and every state, repealing existing legislation, and be backed up by appropriations sufficiently large to enforce it, I believe reliable seedsmen would have much cause for congratulation.

It has now been three and a half years since the date of the Boston meeting between seed analysts and seedsmen. The so-called "Boston Bill" was the result of that meeting and was a compromise between those who favored a law with a reasonable standard of purity and those who wanted every package of seed tagged. "Boston Bill" seemed to be quite a lusty infant at the time of his birth, but he hasn't grown much. He now looks to me like an orphan, and I question whether the seed analysts who helped with his "birth" will do much more for "Boston Bill."

The Boston Bill proposed no standards of purity, except freedom from certain obnoxious weeds, but since the date of the Boston meeting a number of state laws have been passed, most of which, I think, have established standards of purity, and many of which have established standards of germination.

**Germination:** You all know how we seedmen regard the requirement of some laws that seeds sold shall be labeled to show their germination. The testimony of nearly all seed expert analysts is against the reasonableness of such requirements, and practically all seedsmen and the most conservative seed analysts are agreed upon the fact that wide variations in tests on duplicate samples are obtained from well equipped and reliable testing stations. This fact of itself, makes a germination clause in any seed law highly objectionable. It is like a law providing that goods must be sold by the yard, subject to test by the elastic yard-stick, which may vary all the way from 20 to 36 inches in length.

If the people interested in the improvement of agricultural conditions will start a propaganda which will induce the farmer to test the germination of all seeds he uses in the same way that he has recently been testing his seed corn, this vexing question of germination in seed laws would soon be disposed of, for the reason that the occasional seedsmen who is not careful to sell only seeds of reasonably high germination would very soon be put out of business. There would then be no more complaint on this score, and no more demand for such provisions in a seed law. In a case where it is so easily possible for the buyer to protect himself against fraud it seems unnecessary to burden the statute books of our states with legislation so difficult of enforcement, so uncertain in application, and so unfair to seedsmen as any law dealing with germination of seed must be. I feel that I am well within the facts when I assert that much over 99% of the Field Seeds now sold by reputable seedsmen are of sufficiently high germination to produce a good stand when sown on a properly prepared seed bed, with reasonably favorable weather conditions. To subject a trade with such a record as this to the inconvenience and injustice attending a germination requirement seems unwise when the means of preventing an occasional fraud lies so easily within the reach of every buyer.

**Objections:** I know that there are many serious objections which may be urged against standards of purity, but if we could have uniform laws containing standards somewhat similar to those contained in the Iowa law, and could have free and unrestricted trade in seeds above these standards, I believe the advantages to the trade would far outweigh the disadvantages. I believe the lack of standards of purity in the Boston Bill has been one reason for its not being more generally acceptable to legislators and to State seed officials.

The Boston Bill has many excellent provisions which should be contained in any workable seed law, but I believe the Bill should be re-written to include standards of purity such as I have suggested, and should then be introduced and aggressively pushed in the Legislature of every State at the earliest opportunity. The time for delay has passed, and if we can line up a united support among the seed trade for an aggressive and progressive fight in favor of reasonable legislation, and not confine ourselves to an obstructive and negative attitude, I believe we can accomplish more good for the future of the seed trade in the next two years than we can ever hope for under our present program.

It is only necessary to enumerate the highly unsatisfactory seed laws, which have been passed during the past year in many states, to realize that the fight has been going against us.

It is now almost impossible to determine, without very careful laboratory and legal investigation, whether any special parcel of seed may be offered and sold within certain populous and important states.

**Time is so important an element** in the conduct of our business that we are very seriously hampered by the fact that these investigations take so much time that the opportunity for the sale of the goods is frequently lost before the necessary tests are completed. These conditions should be changed, and if we want them changed for the better, and not for the worse, I believe we should start a genuine and whole-souled campaign in favor of proper and reasonable seed legislation. We should prove our faith by our deeds and put fair and honest seed laws into the hands of legislators who will agree to introduce the bills. We should explain the merits of these bills to seed officials and to agricultural committees, write letters to our correspondents asking their help, and really get behind and push the good work.

The people naturally distrust the men who oppose all reform measures affecting their business and yet offer nothing to correct the alleged abuses at which these measures are aimed. This attitude gives an untold and unfortunate advantage to the dreaming theorist who tries to bring down Heaven upon Earth by lassoing angels and cherubs, not realizing that every little street gamin has much of the angel in him if you will only give it room to grow.

The man who makes an unreasonable seed law isn't always a bad fellow, but he may not know much about the seed business. Let's hunt him up and tell him where he is wrong and what we can offer toward making a start at correcting those things in our business which he believes to be wrong.

When I offered the first draft of the Import Seed Bill for the consideration of the trade, five or six years ago, I received but little encouragement. Many of you feared that if we offered this Bill it would be amended until we would not know it. Your apprehension seemed justified by Senator Gronna's proposed amendments, but perseverance and team work finally brot success, and I think if those of us who have, at various times, helped toward the enactment of that law, had never done anything else for the good of our country, we might rest content in the knowledge that because of this law our country will, in the years to come, have fewer weeds and more clover blossoms.

Let us now take up in the same spirit the question of state laws and make an earnest and continuous endeavor to do something worth while for the permanent good of American agriculture, by checking the sale of, and discouraging the use of inferior or harmful qualities of field seeds.

Even if, for a time, it may seem that such effort is, in some respects, contrary to our interest it will eventually benefit us and bring to us the personal satisfaction of having acted for the general good. Let us, in seed legislation matters, adopt the hackneyed but worthy motto: "Look up, and not down; forward and not backward, and lend a hand."

Sec'y C. E. Kendel reported a net gain of 8 members during the year. Five members were dropped, 2 failed, and 15 joined, making the membership 176. Three more were added during the meeting.

The sec'y's financial statement follows:

#### RECEIPTS.

Membership dues for year.....	\$2,250.00
Initiation fees .....	425.00
Interest at bank.....	43.29
Sale of codes and disclaimers....	13.72
Total this year.....	\$2,732.01
Balance from last year.....	1,035.74
Grand total .....	\$3,767.75

#### DISBURSEMENTS.

Initiation fees refunded.....	\$ 75.00
Secretary's salary .....	350.00
Counsel's retainer .....	1,200.00
Stenographer's services .....	125.00
National Council of Horticulture..	50.00
Wholesale Seedmen's League.....	25.00
Counsel's and executive com'te's expenses .....	250.93
Printing, including annual report..	278.00
Badges for two years.....	86.37
Stationery, stamps and incidentals	44.68

Total for year.....	\$2,484.98
Balance in banks.....	1,282.77
Grand total .....	\$3,767.75



Jas. J. Hill, St. Paul, Minn., was unable to be present, and his paper on "Intensified Farming" was read by one of the dealers.

J. C. Robinson, Waterloo, Neb., read a paper on "Seeds Grown Under Irrigation."

L. B. McCausland, Wichita, Kan., read a paper on "Cost and Overhead Expenses," from which we take the following:

## COST AND OVERHEAD EXPENSE.

Generally these terms are not clearly defined by the business world. Too frequently the selling price is based on the invoice price without due consideration to the overhead expense of operating the business.

To my mind, cost means the invoice price of an article, plus the expense of doing business on a certain number of dollars worth of sales. If the invoice cost of the article is one dollar, and it takes 20% of the selling price to cover the expense of doing business, then the cost should be considered \$1.25 instead of \$1.00. It will then be necessary to add the per cent of profit which it is desired to earn.

Manufacturers who change the form of a commodity have solved the problem of the relation of overhead expense to cost. By adding the item of overhead expense to the cost of their raw material, they know the exact cost of the manufactured article when it is placed in a packing case to be forwarded to a customer.

We who are engaged in distributing seeds and other merchandise are too prone to feel that our expense items may be estimated, or guessed at, instead of being figured down to a basis which may be depended upon to indicate the total cost of transacting the business.

If we are to be successful in our businesses it will be necessary for us to conduct them on a scientific basis, or at least on a basis which will permit of our knowing the exact relation of the expense items, when compared with the sales of the year, month or day. In the general business world, only 5% of merchants who begin business on a certain date are still in business twenty years from that date. Ninety-two per cent usually fail within the first four years after beginning their business career.

In this day and age of "talked-about high-prices," and "the high cost of living," it seems to me as if it would be possible to reduce the price of many articles, if the true basis of overhead expense could be figured and definitely applied to each line of business represented in our complex form of living.

If the head of every business could be made to feel the necessity of knowing exactly what it costs him to do business, there would be fewer failures, and consequently less waste in doing business, and in a short time it would be practicable to lower the price of many articles of merchandise which are a daily necessity to the people of the United States. And at the same time insure the merchant of making a fair profit on every dollar's worth of goods sold.

Waste is the one element in the United States which is too plentiful. We do not take care of the small things like they do in older countries—perhaps the necessity for greater economy has not been so urgent in the past as it is at the present time. It will only be a matter of a few years until the next generation will be compelled to face problems of economy much more complex and vexatious than those we are facing today. Therefore, if we are going to do our duty in making our records clear for our successors, it is certainly proper that we carefully consider a plan which will eliminate guess work from our businesses.

The first fundamental principle in successful merchandising is to provide in the sale price of any article or in the total of annual sales a profit sufficiently liberal to cover the direct charges against the business; viz., overhead or ascertainable expenses, interest on capital invested, contingencies and a reasonable profit. Profit and success are interdependent and success indeed is more closely related to profit than to any other incident of the merchandising business.

Surprise is natural that so few merchants or even commercial students understand how to calculate profits, as was demonstrated when the following problem was announced in a public print for solution.

"Should a merchant buy an article for one dollar, and above the total operating expense of 22% desire to make a net profit of 10%, at what price must the article be sold?"

A large proportion of the answers to the problem ranged from \$1.32 to \$1.35, which indicated that operating expense and net profit were calculated upon the cost of the article, yet it can be easily demonstrated that in successful merchandising, operating expense and net profit must be calculated upon the selling price.

Now, while the calculation upon cost basis may be arithmetically correct, commercially it is not, for the proper answer to the problem stated is \$1.47. The difference provided through the calculation of operating expense and net profit upon the selling price instead of the cost, created a defense against contingencies, a protection against disappointment, and perhaps against ultimate failure.

Assuming that the merchant into whose hands this paper may fall has had his interest aroused in this fundamental principle of successful merchandising, the question will naturally be asked, "How is the gross profit which comprises the operating expense and the net profit to be calculated into the selling price?"

There is a simple decimal plan which we are led to offer in this connection, which has also been advanced in pamphlets and books treating definitely of merchants' interests.

It must here be borne in mind that confusion and mistakes would likely occur if the expenses were figured upon sales and the profits upon cost. There should be uniform calculation.

The plan is this: Add the operating expense and the net profit in percentage figures, deduct the total from 100%, and divide the cost of the article by the difference obtained.

To illustrate: In the problem above stated, total operating expense was 22%, and the desired net profit 10%, making a total of 32%. Deduct 32% from 100%, we have 68%, and divide the invoice cost of the article \$1.00 by 68%, we have \$1.47. This plan is capable of uniform application and is merely converting an old decimal rule to an important service in the accountancy system of a successful merchandise business.

Now a word regarding the percentage of expense and of profit which should be used as a basis in figuring. In the case of a running business, the previous year's sales or an average of two or more years' sales, and the previous year's operating expense or the average of two or more years' operating expense, may be taken as a basis for calculating the probable operating expense of the year to be provided for.

Our final word is "properly calculate your profits."

The dealers Tuesday afternoon visited Forest Hill, the estate of John D. Rockefeller, 50 automobiles being at their disposal; and in the evening a reception in honor of Pres. Page was given at the Hotel Statler. Music, refreshments and dancing made the occasion one of great enjoyment.

The ladies were the guests of Mrs. C. E. Kendel at her home Wednesday morning.

The annual banquet was held Wednesday evening in the ballroom of the hotel. The floral names of the dishes on the menu were a pleasing departure from the French.

Officers for the ensuing year were chosen as follows:

Pres.—Charles C. Massie, Minneapolis, Minn. First vice-pres.—W. M. Lupton, Mattituck, N. Y. Second vice-pres.—W. F. Thirkelson, Painesville, O. Secy. and treas.—C. E. Kendel, Cleveland, O. Assistant Secy.—S. D. Williard, Jr., Cleveland, O.

Executive Com'te—Charles N. Page, Des Moines, Ia.; L. B. McCausland, Wichita, Kan.; Kirby B. White, Detroit, Mich.; Marshall H. Duryea, New York; F. W. Bolgiano, Baltimore, Md.

In January the executive com'te will select the next place of meeting.

The membership com'te which is composed of Albert McCullough, Cincinnati; Arthur B. Clark, Milford, Conn.; J. C. Robinson, Waterloo, Neb., reported favorably on the applications of the following new members:

W. H. Morehouse & Co., Toledo; Stanford Seed Co., Buffalo; Van Ant-

werp Seed Co., Mobile, Ala.; Pittman & Harrison Co., Sherman, Tex.; Caughy & Carran, Detroit, Mich.; Charles D. Boyles, Chicago; Porter-Walton Co., Salt Lake City.

By trolley and automobile the members journeyed Thursday noon to Painesville to inspect the nurseries of Storrs & Harrison, who served luncheon.

## MEETING OF WHOLESALE Grass Seed Dealers.

The annual meeting of the Wholesale Grass Seed Dealers Ass'n was held June 23 at the Hotel Statler, Cleveland, O., and considered prices and freight rates.

New officers for the ensuing year were elected as follows: Pres., A. E. Reynolds, Crawfordsville, Ind.; vice-pres., C. C. Massie, Minneapolis, Minn.; sec'y-treas., John A. Smith, Toledo, O.; directors, A. E. Reynolds, J. A. Smith and Marshall Duryea of New York, each for three years.

## SEED USED PER ACRE.

The average quantity of seed sown per acre in this country has been compiled by government correspondents, and the following figures are given by the U. S. Dept. of Agriculture: Alfalfa, broadcast 18.3 lbs., drilled 14.8 lbs.; barley 1.84 bus.; field beans, small .76 bus., large 1.29 bus.; blue grass 1.07 bus.; broom corn 6.0 bus.; buckwheat .98 bus.; clovers as follows: Alsike 8.7 lbs., Japan 9.9 lbs., mammoth 10.4 lbs., red (alone) 10.7 lbs., red (on grain) 9.8 lbs.; crimson 12.1 lbs.; corn for grain 9.5 lbs., corn fodder for silage 26.0 lbs.; cowpeas for forage 1.31 bus., in drill with corn .63 bus., for seed .70 bus.; field peas, small, .93 bus., large 1.17 bus.; flaxseed 29.2 lbs.; oats 2.37 bus.; orchard grass 12.6 lbs.; peanuts 1.02 bus.; rice 1.98 lbs.; rye, for grain 1.44 bus., for forage 1.82 bus.; soy beans, drilled .79 bus., broadcast 1.37 bus.; timothy 9.4 lbs., and wheat 1.38 bus.

## Northwest Ohio Dealers.

There will be a general conference of our Association held in Toledo, Tuesday, July 29, at the Boody House. We expect this to be one of the largest and best meetings held.

At a very representative meeting of the old Middle Ohio Ass'n held in Marion July 9 by a unanimous vote the organization was dissolved and a new organization was formed to be affiliated with our Association. This includes fourteen counties—Hardin, Union, Marion, Delaware, Wyandot, Seneca, Sandusky, Huron, Crawford, Richland, Ashland, Morrow, Knox and Wayne.—Very truly, Thos. P. Riddle, Secy Tri-State Grain Producers & Dealers Ass'n, Lima, O.

IRRIGATED lands at present under cultivation total 7,241,561 acres in the United States, of which 63% is planted to forage crops. Alfalfa ranks first, wild, salt or prairie grasses second, and oats third.

A NORTH DAKOTA elevator company which recently lost its plant by fire, will include in the equipment of its new elevator a 200 barrel cistern, with a 30 h.p. engine and a fire pump with hose attachments on every floor of the elevator. In other words, it proposes to be prepared to fight the fire fiend, if again visited.



## THE NAT'L HAY ASS'N AT Peoria.

The second day of the annual meeting of the National Hay Ass'n brot many new shippers and receivers.

The report of the crop improvement com'te was made by C. T. Wade of Farina, Ill.

He expressed the idea that more care shud be taken in picking out seeds and more time spent in the cultivation of the grain when planted.

A most interesting address was delivered by Cyril G. Hopkins, Prof. Agronomy and Chemistry, University of Illinois, on the subject "Production of Hay in Relation to Soil Improvement," from which we take the following: The great need of our country is the production of more bushels per acre and to acquire this need we must put more care into the selection of our seed stock and watch our plant breeding.

We shud watch plant breeding just as we watch stock breeding and carefulness in this direction will inevitably enrich the farmer. If one kernel were added to each ear of corn produced, it wud add from three to five million dollars annually to our corn crop.

The fertility of the soil often has to be improved before a fair amount of returns can be derived from the farm. Artificial fertilizers are to be had from a great many concerns and often the farmer is worse off by just whatever amount he puts on his land. You shud have your soil examined and apply the phosphates or the potassium as per analysis given you.

Maurice C. Niezer told of the work done by the Arbitration Com'te and suggested that a com'te be appointed to work out a few changes in the Arbitration rules. His suggestion was acted upon.

Hon. James E. Watson of Rushville, Ind., delivered an interesting address on the Relation of Business to Government, from which we take the following: I am in sympathy with National Organizations such as you are who try to help work out the problems confronting the American people. The Government cannot do all, it must have the help of the people. Now days everybody is talking against some form or phase of our Nation's way of doing things and the great question before us is, "How far can we go with these proposed changes before we interfere with the individual activity of our people?"

No law can give idleness the reward of industry. All depends on individual honesty and morality. We most certainly need to achieve "the equality of all men before the law."

H. F. Denig, Traffic Manager Pittsburgh Grain & Hay Exchange, delivered an address on "Settlement of Freight Charges."

D. W. McMillen, in presenting the report of the Grades Com'te said,

The grades committee together with Secretary Taylor have worked incessantly most of the year and exerted every effort within our power to encourage the adoption of the revised grades adopted at our last annual meeting.

We find, however, that the first two changes, viz.: The discarding of choice timothy and the adoption of Standard timothy have not met with favor in many of the terminal markets and with a large percent of the country shippers as well.

A year ago 29 markets were using The National Hay Ass'n grades in full. At present only 18 markets have adopted the revised rules. Due in almost every instance to the grade of Standard Timothy.

The instructions to inspectors recommended by the Association at the Niagara Falls Convention were, that "Good Color" should not be construed to mean the same as "Bright natural color" and that the words good color should not exclude hay with slightly brown heads and blades, if in all other respects it is good enough for No. 1 Timothy.

The grade of Standard Timothy covers the above recommendations for the grading of No. 1 Timothy almost identically. In view of this fact we believe that the grade of Standard Timothy gives too much lee-way, is confusing, has been the source of considerable misunderstanding between shipper and receiver, is not a separate and distinct grade, and should be either discarded or more definitely defined.

The grades of alfalfa hay as adopted at our Kansas City meeting have proved to be inadequate to meet the requirements of the various markets.

Your Committee solicited the aid of several alfalfa experts from the Kansas City, Denver, Atlanta and Savannah markets. We now recommend that the following rules for the grading of alfalfa be adopted; believing them to be fully adequate to meet the demands of all markets handling this commodity.

"Choice Alfalfa."—Shall be reasonably fine leafy alfalfa of bright green color, properly cured, sound, sweet, and well baled.

No. 1. Alfalfa.—Shall be reasonably coarse alfalfa of a bright green color, or reasonably fine leafy alfalfa of a good color and may contain two per cent of foreign grasses, 5% of air bleached hay on outside of bale allowed, but must be sound and well baled.

"Standard Alfalfa."—May be of green color, of coarse or medium texture, and may contain 5% foreign matter. Or it may be of green color, of coarse or medium texture, 20% bleached and 2% foreign matter. Or it may be of greenish cast of fine stem and clinging foliage, and may contain 5% foreign matter. All to be sound, sweet, and well baled.

No. 2. Alfalfa.—Shall be of any sound, sweet and well baled alfalfa, not good enough for Standard, and may contain 10% foreign matter.

No. 3. Alfalfa.—May contain 25% stack spotted hay, but must be dry and not to contain more than 8% of foreign

matter. Or it may be of a green color and may contain 50% foreign matter. Or it may be set alfalfa and may contain 5% foreign matter. All to be reasonably well baled.

"No-Grade Alfalfa."—Shall include all alfalfa not good enough for No. 3.

The markets represented have given and taken a little, in order that all handlers of alfalfa hay might enjoy uniform grades.

Joseph Gregg presented the following report of the Special Com'te on Arbitration:

### REPORT OF SPECIAL COMMITTEE ON ARBITRATION.

Your special committee appointed to formulate, and to submit to this convention for your approval, a method of improving our system of arbitration, and hastening decisions of the same, beg to recommend as follows:

First—Your committee recommends that the arbitration committee of five appointed by the President shall consist of members of this Ass'n, who do not hold any other office in the Ass'n.

Second—Your committee further recommends that articles 5 and 6 of the arbitration rules be changed to read, That the committee of arbitration, of which three shall constitute a quorum, shall meet at some place to be agreed on by the committee, three times in each year, and hear and decide any arbitration cases which have been filed with the secretary since their last meeting; also any undecided cases which have been held over for any cause from any former meeting.

Third—Your committee further recommends that the members of the arbitration committee shall each be paid \$5.00 per day for their services while in session deciding cases, also their necessary expenses attending the sessions of the committee.

Fourth—Your committee further recommends that section seven of the arbitration rules be changed to read that the arbitration fee be \$15.00, either for members or non-members.

Fifth—Your committee further recommends that if either party in any arbitration case should elect to appeal from the decision of the arbitration committee to the Board of Directors he shall deposit with the secretary of the association an additional \$10.00, which he shall forfeit if the Directors do not reverse the decision of the arbitration committee.

The report of the Special Com'te on Arbitration was adopted.

An extended discussion of the Commerce Court followed.

Maurice Niezer of Indiana said that he was not in favor of endorsing the Commerce Court, for it seemed to place more obstructions in the way of the shipper obtaining his dues.



The Delegates to the Peoria Convention Were Given a Boat Ride on the Illinois River.



S. W. Strong, Illinois: I am against the Commerce Court. It does not make its services available to the country shipper and why should we continue to support it?

It was finally voted to send Speaker Clark a telegram commending him for his actions in trying to abolish the Commerce Court.

The Resolutions Com'ite next reported its appreciation of the entertainment furnished by the Peoria Board of Trade and expressed itself in favor of Currency Reform, A Waterway System and Better Weighing Systems.

It further mentioned the Henderson Case and suggested that all tariffs be posted for 30 days in the office of the shipping station before they were a law.

The resolutions were adopted.

The report of the Nominations Com'ite that the following officers be elected was unanimously adopted: D. W. McMillen, Pres. C. T. Wade, 1st V. Pres. R. N. Martin, 2nd V. Pres. D. A. Bean, H. R. Bascom, W. Cutler, E. Wilkinson and A. D. Campbell, Directors.

E. M. Wayne, ex-Pres. of the Grain Dealers Nat'l Ass'n, was asked to speak. He said in part that in his opinion it was highly necessary that there be a shippers Ass'n. He said that there was a receivers Ass'n and he thought that the Shippers needed one just as badly.

The newly elected officers were escorted to the platform, where each expressed his desire to serve faithfully the Ass'n, after which the meeting adjourned.

The Directors at their meeting selected Cedar Point, Ohio, as their next meeting place.

## Convention Notes.

A. D. Campbell distributed paper knives.

The Fowler Com. Co. tried to warm things with matches.

North Bros. presented some fine loose leaf note books to their friends.

About 75 people participated in the trip thru the distilleries on Thursday morning.

Maxwell Hay Co. distributed postal cards and Schreiner Bros. distributed be-ribboned calendars.

Toberman Mackey & Co. distributed imitation \$20 gold pieces and had pen-ants liberally displayed.

Huffine & Co., Goffe & Carkener Co., Fowler Com. Co. and Carlisle Com. Co. gave pencils to those present.

Huffine & Co. distributed bill folders and until undeceived the recipients that they were getting \$200 of the real green.

The dinner given to the ex-president of the Ass'n on the evening of June 24th at the Jefferson Hotel was one of the features of the occasion.

A. D. Campbell had 5 tons and 670 pounds of hay loaded on an auto truck. He said it was the largest load of hay ever loaded in Peoria.

Goffe-Carkener Co. supplied a novelty that made a snapping noise when squeezed; this was to emphasize the "Kraken Good Sales" made by it.

The auto ride to Gray's Tavern and thru the Parks of Peoria was much enjoyed. Supper was served and cabaret singers furnished the entertainment.

About 250 people registered their attendance at the 20th annual convention of the National Hay Dealers Ass'n at Peoria, Ill., June 24 to 26. They represented dealers from 21 different states and thus emphasized the national scope of the Association.

Lee G. Metcalf and C. H. Wade sat down in the front row to have their picture taken. The photographer said next day that when the revolving camera got to them it reversed itself and there was no picture taken. Their friends will keep them in the back row after this.

The various grain dealers associations of the neighboring states were represented by such notables as Lee G. Metcalf, Pres., and S. W. Strong, Sec. Ill. G. D. A., H. W. Danforth, Pres., and A. N. Steinhart, Sec. Farmers G. D. A. of Ill., were also present. Chas. B. Riley, Sec. Ind. G. D. A., did the honors for that Ass'n. Walter R. Davis of Savannah, Ga., was the only Chief Grain Inspector making his presence known at the convention.

AN INDUSTRIAL Commission was appointed June 26 by President Wilson to study the relations between capital and labor and to report to Congress measures for the betterment of the conditions of employment.

A CHEMICAL process for extracting the oil from soy beans is employed by Lever Bros., English soap manufacturers, in a bean mill erected recently at Osaka, Japan. By this process from 12% to 14% of oil is obtained against 8% to 9% by the usual process. The new method has the further advantage of producing the residue in meal form, making it suitable for use as fertilizer and stock food without the expense of grinding. The South Manchuria Ry. is planning to erect a similar mill at Dalny, near Port Arthur, which will have a capacity of 50 tons per day, half that of the Osaka mill.

## GRAIN DEALERS MEET IN St. Joseph, Mo.

Though the thermometer registered 90 degrees at 7:30 p. m., about sixty grain dealers and millers of Northeastern Kansas and Northwestern Missouri took places at the banquet given by the St. Joseph Board of Trade in the dining hall of the Hotel Metropole June 27.

F. R. Warwick of St. Joseph, in behalf of the St. Joseph Board of Trade, welcomed the dealers and spoke of several matters concerning the grain shipper of today. Mr. Warwick brot up the recent decision of the Supreme Court relative to the Henderson elevator case. He said that the Court ruling that railroads were not responsible for rates quoted on grain by their agents placed every shipper on a footing that might give way any day, and that the shipper had no redress. He said further, that the matters should be agitated both locally and nationally until shippers were placed on an equal basis with the railroads.

Mr. Warwick pointed out several local cases wherein the grain shipper lost money, because of the railroad's mistake, and shipper had no chance to recover.

Secy Smiley talked upon the past workings of the Kansas Grain Dealers Assn., and also of recent legislation in Kansas concerning the grain trade.

Mr. Smiley asked for the co-operation of every grain man of Kansas, and extended an invitation to Northwest Missouri dealers to join the Assn.

W. S. Washer, also of Atchison, urged grain dealers to co-operate in improving local and national conditions.

"Knute Knudson" of Kansas City told some good ones on dealers present.

Allan Logan of Kansas City told the dealers of how he arrived at his estimates, and that all his reports for Kansas were based on the reports of about 850 Kansas grain dealers sent in monthly.

T. P. Gordon of St. Joseph gave a short talk upon the Benefits of the Grain Dealers National Assn., and W. S. Washer urged every grain man to join either thru their local association or as direct members.

H. L. Smith, official scale inspector of the Kansas Grain Dealers Assn., gave a short talk of the benefits, growth and present scope of this department.

## NOTES OF THE MEETING.

Crop reports from all present foretold a large yield of wheat in Northeast Kansas and Northwest Missouri.

D. L. Croysdale distributed pencils, Wm. Murphy gave out match-safes, and W. W. Simmons presented dealers with a "Dollar" puzzle.

Kansas Citians there were:—D. L. Croysdale, C. P. Moss, F. L. Ferguson, repg. A. C. Davis Grn. Co.; W. W. Simmons, repg. Ernst-Davis Grain Co.; Wm. Murphy, A. J. Mann, W. M. Sloan, A. D. Wright and S. J. Owens.

Missouri shippers present were:—W. H. De Bord, Maitland; E. H. Jones, Parnell; B. M. Chandler, Bedison; W. S. Laiville, Skidmore; J. A. Peterson, Ravenswood; C. E. Frederick, King City; J. F. Cook and H. F. Leet, Marysville; and E. C. Wolfers, Jr., Hopkins.

Kansas shippers present were:—C. L. Parker and F. A. Derby, Sabetha; J. H. Kinnear and B. E. Shatton, Powhatton; C. H. Planke, W. A. Blair, David Lukins, and W. S. Washer of Atchison; Edgar Johnson, Everest; W. E. Robertson and H. R. Melindy, Morrill; R. J. Lewis and D. H. Beavers, Home; E. N. Bailey and J. Griffiths, Baileyville; and A. F. Allen, Huron.



Part of St. Louis Delegation at Peoria Meeting.



## Meeting of Elevator Managers at Milwaukee

The National Ass'n of Managers of Co-operative Companies held its second annual convention at Milwaukee, Wis., June 26-27.

Arrangements for the meeting were perfect. The sessions were held in a small hall of the big Milwaukee Auditorium, where no street noises annoyed the speakers and the coolness contrasted comfortably with the sweltering heat of the city.

Speakers of national repute had been engaged by Pres. Simpson and Sec'y Henjum and the only thing lacking to carry out the complete program was the presence of the managers. The attendance was small. From 50 at the opening session and 70 managers and visitors during the afternoon the number present dwindled to 30 on Friday and 15 Friday evening.

Pres. Jesse Simpson, Danvers, Ill., called the meeting to order at 10:45 a. m. and appointed the following Com'ite on Membership: E. C. Bergfield, George, Ia.; F. E. Burg, Jasper, Minn.; J. C. Browder, Sibley, Ia.; B. F. Stone, Duluth, Minn., and A. P. Gray, Mandan, N. D.

R. A. Campbell, assistant sec'y of the new State Board of Public Affairs, welcomed the delegates on behalf of the Governor of Wisconsin. "Wisconsin stands in the lead as a progressive state; and is the first state in the United States to pass a co-operative law. The next step was to create the State Board of Public Affairs, which has taken a deep interest in co-operation and has issued four bulletins laying down the principles of co-operation."

Jas. P. Keenan, sec'y of the Business League, tendered the managers the freedom of the city.

P. P. Donahue, pres. of the Chamber of Commerce, welcomed the managers and invited them to visit the Chamber of Commerce. "We specially invite you on 'Change and will suspend the rules so you may be allowed to remove your coats and will even allow you to smoke while on 'Change."

S. W. Unkenholz, Mandan, N. D., responded on behalf of the Ass'n. "I believe the managers will behave themselves so well that Milwaukee will not be ashamed the managers met here."

T. B. Martin, of Colton, S. D., who was on the program, was unable to be present, and his paper was read by Sec'y Henjum.

Adjourned to 1:30 p. m.

Sec'y I. S. Henjum read his annual report from which we take the following:

### Secretary's Address.

We are here in convention assembled for the purpose of enlarging our capacity to render valuable and efficient service to our employers which, by the way, and eventually means still better salaries for us and more profits, real profits, to those who pay the wages we earn by the sweat of our brows and mental training. We have all made mistakes. We have, perhaps, all yielded to temptations in one form or another in the years gone by. We have not always done our very best. We became discouraged from time to time as we stumbled over the obstacles to smooth progress in the commercial pathway of co-operative endeavor. But obstructions are removed one by one and we shall remove a few more here thru our serious deliberations over pending problems.

Co-operation has created better condi-

tions for the farmers of our various states and has created a demand for efficiency and business ability on part of the Managers of the numerous co-operative companies operating all over this country at fair and satisfactory salaries as compared with the wages paid by Independent concerns and line house corporations for the services of their managers and buyers—in years past.

"Competition" may be the life of trade but "Co-operation" for mutual benefit, distribution of prosperity to the many instead of the few.

Co-operate, in one form or another, we must, in order to live and breathe, advance and progress. We are here because we successfully co-operated with the railroad company. We are able to make profits on our shipments (at times) because we co-operate with the Milwaukee Chamber of Commerce and the other grain exchanges of the country. We are married and happy (a few of us) because some of us co-operated with the charms of the blonde and others with the charms of the brunette. Some of us will be happier than others (for the time being) in proportion to how earnestly we co-operate with the mirth producing article that they claim made Milwaukee famous.

But let us at least be serious and thoughtful between drinks whether we partake of the strongest force in nature—water—or the beverage that creates hilarity for the moment, and despondency in the end. Let us agree to co-operate for the purpose of making it possible that we can truthfully say and declare upon our arrival at our respective homes from this convention that our store house of knowledge, efficiency of service and ability to please and give satisfaction is replenished to a wonderful degree and that our attending this convention was well worth while and the sacrifices we made in spending our time and money attending the annual meeting of the National Managers Association is a mere bagatelle as compared with the knowledge we gained.

P. P. Donahue announced an invitation from the Pabst Brewing Co. to visit its large plant.

### THURSDAY AFTERNOON SESSION.

John J. Ferguson, Chicago, delivered an address advocating more live stock on the farm.

Pres. Simpson appointed the following com'ites: Nominations, W. L. Zimmerman, Beach, N. D.; E. W. Hepler, Stratton, Neb.; L. E. Lee, Westby, Wis.; T. L. Neal, Sandwich, Ill.; and O. F. Johnson, Bigelow, Minn.

Resolutions: S. W. Unkenholz, Mandan, N. D.; W. J. Hunt, Cavour, S. D.; A. A. Hauge, Dimock, S. D.; Lorenz Stahl, Gretna, Neb.; Theodore Giesen, Humboldt, S. D., and John A. Stolls, Kulm, N. D.

Ways and Means: Ed Burg, Jasper, Minn.; G. H. Barber, Carthage, S. D.; A. A. Koehnlein, Gardena, N. D.; W. C. Kagul, Leola, S. D.; E. C. Kelley, Earlville, Ill., and E. W. Evans, Linn Grove, Ia.

Bert Ball, Chicago, sec'y Crop Improvement Com'ite of the Council of Grain Exchanges, gave a talk on crop improvement illustrated with a stereopticon lantern, which was closely followed by his auditors.

Geo. H. Barber, mgr. of the Farmers Elevator Co., Carthage, S. D., made an address on "The Modern Farmers Elevator and What It Can Do for a Community," from which we take the following:

### The Modern Farmers Elevator.

About 25 years ago the farmers of the middle west organized elevator companies to handle their own grain, so as to get better prices and save themselves exorbitant dockage, but they thought at that time that any old kind of a warehouse or elevator was all that was necessary for the business and they hired the cheapest manager or buyer they could get, for most of them believed then that the only thing their buyer had to do was to buy as much grain as possible and get rid of it some way or another as there was always a profit in buying grain anyhow. I know of one instance in northwest Iowa where the directors of the farmers elevator company hired their buyer for \$50 per month; but they told him that if he would buy two-thirds of all the grain that came to his station they would pay him \$75 per month, and he bot the two-thirds. (Laughter.)

When that company failed and the elevator was sold to a line company it took fifteen years before another farmers elevator company could be organized in that town.

I am perfectly safe in saying that 90% of all those first elevator companies went to the wall one way or another, and I believe if they had built better elevators and been able to handle more grain, they would have lost more money and have failed that much sooner.

When the movement began the second time, as it did about ten years ago, farmers had learned that better machinery made better farming, and better barns and outbuildings made stock raising a surer and safer business; they also had studied more into business conditions generally.

So now when you go into a town you will see the farmers elevator is the best one in the string, and you will find their manager the best paid buyer.

So there is no longer any danger of the farmers elevator dying out, as some authorities think they will, now that they are managed on good business principles, and one of the best things they have done is to prove to their community that it takes a fair and living margin of profit to do business.

At the same time, I believe, most of the elevators are built entirely wrong from the fact that they are copies of the line elevators that have cleaning houses and terminals between them and the market.

In the days of flat warehouses and horsepower elevators, cleaning houses and terminals were necessities; now, with good gasoline engines and modern machinery, all cleaning, mixing, clipping and drying of grain should be done at the home station.

If other concerns can make us bids on our grain to clean in transit, surely we can afford to clean it ourselves and save the cost of unloading and reloading.

A drier is an expensive machine, but one direct spout can be built to shoot back into the front pit and by running the grain back with the doors of the dump open a great deal of drying can be done at a very small cost.

Very few of the country elevators have enough bins to enable their managers to keep their grades sorted out as they should be.

Our friend, Mr. Judge, has shown some of us how the side bins can be double decked and thereby divided into twice as many, and it is a splendid idea.

Of course those managers who have elevators built wrong will have to do the best they can with them, but at the same time there are plenty of new ones being built and old ones improved, so that it is not a bit too late to plan for more floor space, more bins and better machinery.

S. W. Unkenholz: As a farmer I would not want screenings on my place, unless properly ground and mixed with other feed. If you will install a feed grinder you have a means of cutting down your running expenses by grinding feed during idle hours.

W. J. Hunt, Cavour: Barley that was threshed poorly brot a much better price after it was cleaned.

S. W. Unkenholz: The wild oats proposition has grown to such an extent it is affecting our grades. If you have a cleaner don't give the screenings back to the farmer.

J. A. McGovern, Madison, S. D.: It pays to have a manlift in the elevator.



W. J. Hunt: The greatest success of a farmers elevator manager is to keep his board of directors contented and keep his patrons satisfied and keep a clear conscience himself. (Applause.)

J. A. McGovern: In our state we believe the pro-rating of profits means that the profit should go to the man who made that profit, to the man who brot the business to the house, based on the number of bushels that farmer stockholder sold to his elevator.

S. W. Unkenholz: The Society of Equity adopted the plan of allowing every man who hauled any grain a pro rata dividend on the bushel or dollar. Some of these elevators were unfortunate to have debts to pay, and what could we do with the man who had no money invested in the elevator?

W. J. Hunt: Many so-called farmers elevator companies are not controlled by the farmers. I know of one "Farmers Elevator Co." in which the farmers own only 10 per cent of the stock. Bankers who grow no grain own the stock and get the profit.

J. W. T. Duvel, Washington, D. C., Crop Technologist, U. S. Dept. of Agriculture: Stockholders who are not interested in the producing or marketing of grain have absolutely no place in the farmers co-operative elevator. Personally I believe that in the next 10 years 75 per cent of the grain business will be done by the farmers elevators.

Pres. Simpson: Under the laws of many states we are not allowed to pro-rate dividends. Iowa and Illinois have no co-operative laws, and we could not legally pro-rate dividends. If organized under the general corporation law we can not pro-rate profits.

S. W. Unkenholz: Over 90 per cent of the farmers elevators in North Dakota are organized under the old law. The banker or town merchant who contributes to form a co-operative farmers elevator company is just as much a co-operator as any farmer.

W. J. Hunt: Under the new law of South Dakota you can reorganize under the pro-rata plan.

R. A. Campbell: The first thing to do is to change your state laws to permit true pro-rata dividend co-operation.

Capital must have a return. The second step is to adopt the one-stockholder one-vote principle. I think the dividend should be half to the non-shareholder and double to the shareholder, and it is so under the Wisconsin law.

Adjourned to Friday morning, the Thursday evening session with its proposed round table discussions being abandoned.

## The Banquet.

Thursday evening the managers were entertained at a banquet in the basement of the meeting hall, which had been decorated with festoons of bunting.

The ten tables were arranged in rows to seat 500 and the hosts swelled the number of the diners to 350. The dinner was substantial and Milwaukee's best beer in dark bottles flowed lavishly.

No oratory was needed to give life to the banquet, for the vaudeville performers kept the managers interested, especially a clever female impersonator, Frank Cook. Bert Lowe accompanied the singers on the piano while the vocal program was rendered by a cabaret team composed of Mrs. Baffles and D. H. Robertson, and Mrs. C. Swartz and James Tachell, soloists.

## FRIDAY MORNING SESSION.

Wallace M. Bell, Milwaukee, read a paper on Bs/L, from which we take the following:

### Bills of Lading.

An act known as Pomerene Senate Bill No. 1654 is now under consideration by Congress providing for a uniform B/L law, which has been indorsed by organizations representing over 500,000 separate business interests in the United States and has also met the approval of the Interstate Commerce Commission. The Supreme Court of the United States recently held that the Carmack amendment to the Act to regulate commerce manifested the purpose of Congress to bring contracts for interstate shipments under one uniform rule or law. The Pomerene Bill was therefore framed to provide adequate federal legislation on the law of Bs/L covering interstate shipments and to correct the many defects now existing in laws of the various states. It is to be hoped that this bill will meet with speedy enactment.

Much can be accomplished by you as shippers seeing to it that the Bs/L representing your shipment are properly made out. Always demand the yellow form. See that it reads to your order, notify the party whom you wish to handle it; properly dated and signed by issuing railroad agent; car number and initials; kind of contents and actual weight when possible. When larger car is furnished at railroad company's convenience than the capacity you called for, have it so noted on the B/L, as it will avoid overcharges in freight.

**Grain Doors**—Some bills of lading had a notation describing boards used in building grain doors or cooping cars. The present tariff rule of the different railways in the Northwest provides that suitable grain door boards will be furnished at all loading stations for use in cooping cars, and in the event that the supply at any station should run short, the local agent is authorized to purchase the necessary lumber until such time as his supply of grain door boards is replenished. The railroad companies are not permitted to pay a shipper for any lumber which he may furnish in cooping cars and no reference on Bs/L is required as to what boards are furnished. You must demand of the local agent proper grain door boards or necessary lumber to coope cars.

John G. McHugh, sec'y of the Chamber of Commerce, Minneapolis, delivered an address on "The Greatest Menace to the Co-operative Movement," from which we take the following:

### The Greatest Menace to the Co-operative Movement.

The great menace which hangs over any co-operative movement is that it is very difficult indeed for the rank and file of those engaged in any movement to keep possession of that movement and prevent those who would exploit it from seizing it. No co-operative movement that does get ahead is free from this danger. One of the things that proves that the co-operative movement has made some progress and has some chance of success is the fact that there immediately arise individuals who would exploit it for the benefit of their own interests.

I happened to have a friend who was as fine a man as one could meet, a steel worker and a member of the steel workers union. I asked him how it was that his union had fallen into such disgrace. He said: "It is a hard story. In the union meetings I hesitated to take a prominent part. I am not a ready speaker and feel embarrassed in rising and taking part in the deliberations, and the consequence is that those who are aggressive and can talk seize upon a meeting and carry things with a high hand." He said altho it may be in a meeting that a very large majority are really opposed to a plan, a scheme promulgated by these self-appointed leaders and because each one is afraid to do something or say something, this small minority are actually able to carry out their wishes.

With all deference to the officers and directors of the co-operative enterprises, it is the managers who must protect the movement from the exploitations which are sure to be made.

The only opportunity which these traitors find for these exploitations lies entirely in the ignorance or lack of information on the part of those whom they endeavor to exploit. It is unfortunately true that the

grain business, being a business of somewhat intricate character, there are many honest men who are very greatly misinformed about it and who, therefore, are open to exploitation. A man of that kind, even tho honest and sincere, is easily misled by false friends into believing that his interests lie in various lines where they do not. It is the managers to whom they must look for protection under this situation. It becomes your duty as a manager to endeavor not merely to become informed yourself, fully, regarding every phase of the grain trade and especially the conditions that surround the terminal markets so that not only will you be qualified to meet the suggestions held out to you but in addition to that, you will be able to advise and protect those in your trust and care, because every farmer elevator manager must recognize that his position is a position of trust in the very last degree.

**Central Selling Schemes.**—I think we must all agree that the producer of farm products receives less, considering the amount of labor he performs, than any other line of industry. It is, therefore, a pitiful thing if that producer be exploited and his ignorance be taken advantage of by false friends. Take those who advance all sorts of central selling agency schemes which would redound to the advantage of the individuals.

For instance, a member of our organization was laughing the other day in our office regarding a car of low grade wheat which he had just purchased from a central selling agency and taken up on our floor and sold for ten cents advance at once. I did not laugh. There was nothing to laugh at. Some farmer, some farmer's wife, had less comfort in her home than she should otherwise have. Ten cents a bushel means \$120 on the car. That is nothing to laugh about. There is nothing to laugh about if in scores of cases cars are shipped to some so-called selling agency not a member of a recognized grain exchange thru misapprehension and the shipment subjected to double commission and sometimes more. It is a serious thing that any class should be so lacking in knowledge as to make them a prey for those who would exploit.

J. W. T. Duvel, crop technologist of the U. S. Dept. of Agriculture, Washington, made an address on "Grain Standardization," from which we take the following:

### Grain Standardization.

Standardization work was started in the Department 6 years ago. During this time there has been agitation for government inspection of grain on government standards. We have studied the condition of the grain from the farm to the consumer.

We have sent men with 8 different cargoes of grain and have examined 200 cargoes at European ports. You have no conception of the poor condition of this corn when discharged. This is due to 50 per cent of the corn leaving the farm in unfit condition because the managers of the country elevators do not buy the corn on its merits.

The present practice at the country elevator is to buy on an average grade at an average price. The discount on the poor grain is not what it should be, and the premium on good grain is not as high as it should be. This encourages the farmer to load dirt in the grain.

It is not our intention, in establishing grades, to tie you up to arbitrary standards. The terms "reasonably clean" and "reasonably dry" we hope will not be included; but we will have definite statements so that a man can determine for himself what his grain will grade at the terminal market.

About 75 per cent of the elevators in some of the states have absolutely no cleaning machinery. As was stated here yesterday, the place to clean grain is at the country points.

The rules of the Grain Dealers National Ass'n on moisture, if lived up to by all the terminal markets, would solve the problem. It is to be regretted that some of the markets have adopted the rules, but not their practice.

How many grades of corn do you want? We have no authority to enforce the standards. We simply have power to fix the grades. The grain men feel that they can adopt these grades or not as they see fit. Sec'y Wilson suspended the enforcement of the pure food act at the request of the Grain Dealers National Ass'n until we could complete our studies; and this time has come.

Frank G. Odell, Lincoln, Neb., delivered an address on the "Co-operative Handling of Farm Machinery."



C. F. Macdonald, sec'y of the Duluth Board of Trade, delivered an address, from which we take the following:

### The Duluth Board of Trade.

The subject assigned to me, "The Duluth Board of Trade and the Duluth Harbor," suggests that I talk to you of the Duluth market, but I shall not take advantage of the opportunity to any great extent. You are all familiar with grain exchanges and the Duluth Board of Trade is of the same general nature as the other grain exchanges of the country. It owes its existence to the geographical location of Duluth at the western end of the Great Lakes, making it the point of transfer from the rail lines to the cheap water route. This position makes it naturally the source to which the millers, maltsters, linseed oil crushers, feed dealers and other manufacturers or consumers of grain and grain products in the East look for their supplies of grain from the western fields, and it is this that has made Duluth one of the largest grain markets of the country.

The volume of marketings in the Duluth market suggests to me a phase of the service rendered by the grain exchanges that I believe strikingly illustrates their value to you and the entire business world. In 1912 in the three months of September, October and November 80,000,000 bus. of grain was sold on the Duluth Board of Trade in 75 business days, an average of more than 1,000,000 bus. a day. The daily marketings represented a value of at least \$750,000 and were entirely sold between the hours of 9:30 in the morning and 1:15 in the afternoon. Each day's receipts were handled through the elevators or mills and the money collected and remitted to the shipper. In the three months grain to the value of \$60,000,000 was sold for the country and without one dollar of loss. What is it that enables you to have your grain marketed with such safety and security? It is the protection of the exchange which surrounds the admission of its members with close scrutiny and holds them to a high standard of commercial conduct in their dealings. We claim no especial honor for this record; every properly conducted grain exchange can cite a similar one, but we do claim that it justifies our existence and that the service we perform is of great economic value to the people.

From Duluth harbor comes and goes a tonnage that is exceeded by not more than two or three ports in the world, and so easily and with so little resistance does it move that the maximum of its possibilities cannot even be conceived. In 1912 its tonnage was more than 41,000,000 tons, with a valuation of \$321,000,000. Since 1890 its increase in tonnage has been 1,356%, or an average of 59% each year.

The enormous increase in tonnage has been in the bulk commodities such as grain, coal and ore. In merchandise and the package commodities generally the increase has been so small as to be out of all proportion with that of the other classes. This is for the reason that the movement of bulk freight has been beyond the power of the railroads to control, while they have, by the ownership of the lines carrying it, been able to control the movement of the other classes of freight and so adjust their rates as to keep them within the reach of competition by the rail lines.

I desire at this time to extend to you on behalf of the grain men of Duluth an invitation to your ass'n to hold your next annual meeting in the city of Duluth.

### FRIDAY AFTERNOON SESSION.

W. E. Holmes, sec'y of the Sioux City Commercial Club, invited the Ass'n to hold its next annual meeting at Sioux City, Ia.

J. C. F. Merrill, Chicago, pres. of the Council of Grain Exchanges, delivered an address from which we take the following:

### Tax on Future Sales Destructive.

To increase production is an imperative duty resting on all agencies capable of rendering help to accomplish results of this nature. This rapid overtaking of production by consumption; the need of producing more bushels in order that the farmer may hold his own on those products, the prices of which are to be scaled down in obedience to the mandate of free trade, is plain enough to be easily recognized, for if the farmer must sell at the price to be fixed for him at the world's markets in compe-

tition with the product of cheap lands and labor of other countries, more than ever before he must meet that competition.

The work of the Council of Grain Exchanges Crop Com'te being the leader in this work, recognized by the United States Department of Agriculture to the extent of joining hands with us, and making appropriation of government funds to the county organizations brought into being thru the activities of our com'te, is thus cut out, defined and emphasized, it being more bushels of everything.

**Cummins Tax.**—An amendment intended to be proposed by Senator Albert B. Cummins to the tariff measure to be added to the income-tax provision, was announced to the senate on May 1, the provisions of which impose a tax of ten per centum on all short sales of products of the soil, meats, or provisions of any character, made upon, in, through, in connection with, or under the regulations of any exchange, board of trade, or other organization doing business in the way in which such institutions are now carried on. This is the most serious in its nature of any proposed legislation of recent years. It merits a careful study of its effects on the commerce of the country in these commodities.

The bulk of grain and other soil products dealt in on the exchanges of the country are sold for distribution to consumers on what are commonly known as "over-night offers." Therefore, it is a common and widespread practice to sell those commodities before buying them. All such sales would fall within the provisions of the Cummins proposed amendment to the income tax, and so incur a tax of ten per centum.

Inasmuch as this tax is prohibitive, it follows that the enactment of this measure would destroy a large part of the commerce in grain and other commodities as now carried on at or in connection with all exchanges, whether to be shipped to or from them. This would be true for the sound economic reason that it is safer to sell these things before buying them than it is to buy them before selling. If bought before they are sold, a buyer of them may not, in the nature of things, know when they can be sold. Ownership of them involves the use of capital as well as being inseparable from the risk of ownership. They could not be hedged and while hedged sold for shipment without incurring the tax on one or the two sales; therefore, the risk of loss due to a declining market must be assumed, to which must be added the incidental cost of carrying charges pending a sale.

Mr. Merrill offered a resolution requesting an inquiry into the effect of the Cummins tax on grain future sales, which was presented later by the Com'te on Resolutions and adopted.

Hon. L. C. Lawson of Nebraska delivered an address on "Importance of National Organization to the Producers."

Chas. J. Brand, chief of the Office of Markets recently established by the U. S. Dept. of Agriculture, made an address on "Marketing and Distributing Farm Products" from which we take the following:

### Marketing and Distributing Farm Products.

We have arrived suddenly at a point in our agricultural development where propaganda and enthusiasm for greater production have given way to a most acute interest in more rational ways of selling and distributing what we do produce. We have turned from agronomics to economics. There are the best of reasons for this change in the direction of our efforts. What would you think of a great cotton mill manufacturing millions of yards of goods each year that did not maintain a selling department, or of a great flour mill, or a steel or an oil trust without facilities for the sale and distribution of their product? How long would they remain prosperous or even solvent? Six months without a highly developed sales organization would probably be sufficient to see all of them safely in receivers' hands.

The man at the loom, or the owner of an individual oil well, would make sorry figures in selling their individual output. We do not expect selling ability in them. Farming is the most varied and intricate of all our producing industries. Its successful conduct on the purely producing side calls for the highest kind of ability and the most varied knowledge. The farmer "who just runs his farm well has a real man's job." The present system expects him not only to do this, but to be a highly

successful salesman as well. This is a great deal like expecting a man to be a high class chemist and at the same time a lawyer of good ability.

We need to develop a sales department for the American farming industry; we need to recognize that the farmer cannot in the nature of things exhaust all of his physical and mental energy in production and at the same time handle successfully the sale of his products.

The only logical place to make a beginning in such work is in the individual community, and this should, as far as possible, be maintained always as the working unit. As most of you know, the Congress at its last session made an appropriation of \$50,000 to enable the Sec'y of Agriculture to acquire and diffuse among the people of the United States useful information on subjects connected with the marketing and distribution of farm products and for the employment of persons and means necessary to accomplish these purposes. The Sec'y of Agriculture, a highly trained economist, and the Assistant Sec'y, under whom as chief of the Bureau of Plant Industry many valuable investigations in handling, marketing, transportation and storage of farm produce had been initiated, determined upon the establishment of an office of markets as the most direct way of attacking the existing problem.

This new division in the Department of Agriculture was actually established on May 16, and as its chief I was directed to formulate a plan of procedure. The officers of the Government realized fully the difficulty of modifying even in the direction of improvement the complex commercial organism thru which crops pass from producer to consumer. They also know sufficiently well how hard and long a task it will be to bring about the general adoption of the principles of co-operation and their application to the economic problems of country life. But the mere fact that a thing is difficult will never justify or excuse failure to tackle a problem upon whose proper solution depends in a large measure the comfort and well being of a major part of our population.

**Production Must Be Adjusted to Demand.**—There is no one principle, the correct application of which will solve the present difficulties and distribution in marketing. The problem as a whole is one of articulation. The farmer producer must be brought into more direct touch with the manufacturer of industrial products or with the ultimate consumer in the case of food products. Furthermore, agricultural production must be more carefully adjusted to market demands than is now the case. It is unlikely that immediate results in the way of large money returns can be realized through such work. Certain specific and almost elementary things must be taken up first. These may, in a small way, yield immediate results. Beyond this the facts will first have to be determined and we must then proceed with them as a basis.

**The Study and Promulgation of Market Grades and Standards.**—A common language for both producer and consumer is the first essential to a satisfactory contact between them. When a man orders something from the country producer, he must know, within reasonable limits, what the producer proposes to deliver to him. Grades and standards are an absolute necessity. They should be as nearly universal in their application as may be possible for each crop. Multiplicity of standards causes confusion and gives opportunity for manipulative practices and abuses. A dealer may buy on one set of grades that exact high quality and sell at correspondingly higher prices under less exacting standards. This is especially true where the same grade names are applied to different qualities by different exchanges or Ass'n's.

I have raised wheat, but I don't know very much about the marketing of it. I am not familiar in detail in the grading of wheat, but Dr. Duvel, our technologist in charge of grain standardization, is here, and altho not on the program, could probably be persuaded to make a statement on this subject. I understand there has been a constantly increasing tendency to lower the standards in grain under the present system of grading and inspection and to give the benefit of the doubt to the seller. The result of this practice, which at first glance gives apparent advantage to the grower, will be to give the careless producer or the dealer in lower grades better prices for these lower grades, thus gradually depressing prices on all grades. Buyers will surely attempt to defend themselves by buying safe. This tends to discredit all grades and works a hardship on the better class of growers, who are the very ones who deserve aid and discrimination in their favor.



The greatest use of grades at present is in dealings between buyers and between merchants and manufacturers. They are rarely of direct benefit in most crops to the farmer, but serve a useful purpose in settling squabbles between middlemen. This is a condition which deserves early correction. The farmer should be paid for the grade that he produces. Its quality whether good or bad is due to his care or indifference. In the former case he deserves encouragement and in the last such discrimination as will force him to produce a better product.

In connection with the work on grades and standards, we must have distinctive terms which can be accurately understood as applying to a given quantity of produce. These should be based on present trade practices in the handling of various commodities and on the requirements of modern consumers. This may require legislation as to size and weight of packages, their labeling designation, brands and description.

Legislation has already been enacted in certain states in this direction and other states should follow at an early date and we should probably also have a national law unifying the enactments of the various states.

**Co-operative Marketing and Distribution.**—This work will include a study of existing marketing organizations and compilation of laws, state and national, affecting organized production and distribution, the promotion of new marketing organizations and consumers leagues, insofar as these activities may be carried on within the authority of the department. Co-operation is no longer an experiment, even in this country, while in other countries, notably, Denmark, Ireland, Holland, Germany and other European states, it has been in successful operation for many years. It is the only system of organization adapted to the farming industry. This need of organizing, not only of the business of farming, but of country life as a whole, no one will deny. The city is an emphasized form or organization, hence the attractions of the city and its comforts and conveniences. Country life is unorganized and as a consequence it is unable to command the many features which attract the best blood of the country to the city. This probably explains the great movement away from the rural community to the urban community. If our agriculture is to meet modern conditions successfully, it must be organized and the tide cityward stemmed and turned back to the country. At present, the brains and red blood of the farm is going into the manufacturing and other industries, and in which brains are not nearly as essential as on the farm. Factories have overseers who largely do the thinking for the whole enterprise. It would be much more in accord with reason if the failures of the country moved to the city and the country attracted the brains to it where its use is highly essential.

In connection with the co-operative organization work we hope not only to carry on investigations, but to give concrete, sensible help wherever we can, according to the men and means at our disposal. In changing to the co-operative system we must be reasonable in our expectations. Too many people think it a panacea for all their economic ills. They expect money returns wholly beyond any to which the facts entitle them. In our work we hope for, but do not promise these. We will be satisfied with a little better prices for the producer and probably slightly lower costs or better products at the same price for the consumer.

Co-operative organizations on the land will not of themselves be sufficient, as economy there effected may easily be absorbed at some later stage of distribution, thus again benefiting him who deserveth not. Only by performing some or, where possible, all of the functions of our present middleman system can we hope to return to the farmer all of the benefits to which co-operation entitles him. I am not one of those who believe in spending time abusing the middleman; possibly he does get more than he earns, possibly there are too many of him, in fact there is no doubt on this latter point, but until some efficient machine is developed to take his place, supplement him, or regulate him, he is a necessary factor. Changes in our system should be constructive and not destructive. In other words, his activities should not be dispensed with, but should be directed into more useful channels. The test of any factor in our whole system should be service, it should be useful service; those who are not rendering it should make way.

**Surveys of supply and demand and demonstrations in the organization of consumers.**—This work should include surveys of consumption in definite localities and edu-

cational and organization work among consumers with a view of establishing direct dealings with organized producers and to extend the use of produce now wasted, which could be brought to the consumer more cheaply by direct dealing. Part of this work would include the development of larger markets of certain classes of commodities by publicity and education. Many excellent products are now thrown away because of ignorance about them, or prejudice against them. Under our present system the consumer practically never receives any benefit from the production of an unusually large crop. You might say that the middleman gets a sore throat or some other form of indisposition every time the grower makes a big crop. Hence he is unable to perform his normal functions and the benefits of larger production are lost both to the producer and the consumer.

Frankly, our present intermediary is not interested in handling to as good an advantage as possible the whole produce of the land. This is not surprising, he wants to make as much money as possible with as low an expense cost as possible, which means handling as little material as possible. Keeping up the price accomplishes this result. Hence we have the anomaly of melons being dumped into New York harbor by the carload, while the price is still so high that the common people cannot afford to buy them. And likewise upon occasion with many other perishable food products. The farmer very rarely, or perhaps never, actually overproduces a given crop. Our distributing machine is so imperfect that we fail to deliver the surplus product to those markets where there is no glut. In fact what we call glutting at the present time is not really glutting at all. A market is not glutted until its consuming public cannot absorb further supplies of a given produce. Here again we must develop co-operation especially amongst consumers for the purposes of cheapening terminal market distribution.

**Market News Service for Perishable Products.**—Practically every person who speaks to me about the work of the new office of markets appears to be under the impression that the department proposes to conduct a market news service thru which producers may be advised as to what market they should ship to. It is our present impression that a comprehensive and detailed service of this kind would be utterly impossible, both on account of its great cost and the dangerous difficulties that it would present. Nevertheless, we do intend to take up an investigation of the practicability, of possible methods, and the cost of conducting such a service. If found to be feasible, it might perform the following functions: Collect and distribute daily information relating to the condition of supply and demand in the leading market centers, shipments en route, their destination and probable date of arrival, progress of planting and areas planted, collected and distributed weekly during the planting season, information concerning the growing crop, concerning the relation of supply to demand, disseminated as occasion demands. It is certain that the practicability of such a service should be most carefully looked into and that in some rather modest way much good might be done. The California Citrus Exchange, a most efficient co-operative organization, conducts such a service. Its total cost is about \$625,000 per year, \$75,000 of which is for telegraphic charges alone. With such a cost for 65% of one very restricted industry you can easily see how great would be the cost to carry on such work on a national scale.

S. W. Unkenholz: We in North Dakota are up against the proposition of wolves in sheep's clothing.

Mr. Unkenholz then read a letter announcing an alleged farmers meeting at Fargo July 2 and told how Loftus and Anderson ran an alleged farmers meeting at Fargo on a previous occasion.

Sec'y Henjum read the report of the Com'ite on Ways and Means, suggesting that the next annual meeting be held at a terminal market and be a social affair; that the meeting be held between July 15 and 30, and that the members report to the sec'y by April 1 their choice of meeting place. "We regret that any directors should think that the National Ass'n of Managers is designed to increase salaries or is any kind of a union, as the object is entirely educational. We suggest that during the year local meetings be held at convenient points."

J. A. McGovern: Elevators should be equipped with automatic scales. Since putting in the automatic scale we have had no trouble in collecting claims. I have run two kinds of automatic scales and both are good.

The com'ite on nominations presented its report, which was adopted at the evening session, with a few changes, as follows:

**OFFICERS:** Pres., Jesse Simpson, Danvers, Ill.; vice-pres., S. W. Unkenholz, Mandan, N. D.; treas., W. J. Hunt, Cavour, S. D.; sec'y, Iver S. Henjum, Hartford, S. D.

**DIRECTORS:** R. W. Leetch, Colfax, Ill.; Jas. Hogan, Fairbury, Ill.; E. C. Bergfield, George, Ia.; Edward Burg, Jasper, Minn.; E. J. Keenan, Clark, S. D.; E. J. Oyan, Baltic, S. D.; A. W. Steen, Protection, Kan.; E. W. Evans, Linn Grove, Ia.; J. E. MacAlpine, Waitsburg, Wash.; L. Stahl, Gretna, Neb.; and J. M. Johnson, Hatton, N. D.

S. W. Unkenholz: I think it wise in making out a B/L not to give the amount in round numbers, but to state the number of bushels in exact odd pounds.

Adjourned to Friday evening.

## FRIDAY EVENING SESSION.

The report of the Com'ite on Ways and Means was read and adopted.

J. A. McGovern spoke in favor of holding the meetings at smaller cities, suggesting that the next meeting be held at Sioux Falls, S. D. "The managers are in this city; but look around you and see. They don't stay here. How many have we present?" (Fifteen persons were present, including managers, visitors and reporters.)

S. W. Unkenholz, chairman of the com'ite on resolutions, presented his report which was unanimously adopted:

## Resolutions.

### GRAIN STANDARDS.

**Resolved,** That we heartily endorse the efforts of the United States Department of Agriculture to establish a standard for grades of grain.

### OFFICE OF MARKETS.

**Resolved,** That we heartily endorse the action of the United States Department of Agriculture in establishing an office on markets, and express hope that this office will thoroughly examine into all markets conducted, whether of agricultural products or otherwise, that have a direct bearing on purchases or sales of farm products or equipment, and to the possible co-operative handling of same by co-operative organizations.

### WORK FOR PRO-RATA BASIS.

**Resolved,** That we recommend that every honorable effort be made by the companies managers of farmers elevator companies who divide their profits on the stock company or share basis, to endeavor to persuade their people at home to reorganize on a co-operative or pro-rata basis if possible to legally do so in their respective states; also that every honorable effort be made to have the corporation laws changed in states that do not provide or permit of the distribution of profits on the co-operative or pro-rata plan.

### CENTRAL ORGANIZATIONS.

**Resolved,** That every honorable effort be made to induce the several co-operative concerns in each county and state to work together through a central county or state organization for the betterment of conditions in their several localities that affect their patrons and business.

### COM'ITE ON PRO-RATA PLAN.

**Resolved,** That we recommend that a standing com'ite of three be appointed by the chair, who shall make an investigation of co-operative or the pro-rata plan, as practiced by the companies represented by our membership, as to the especial benefits or defects in their plan, and that all of our members be requested to make a report to this com'ite during the year, and that such com'ite make a report of its findings at the next annual meeting.



## CUMMINS TAX ON FUTURES.

WHEREAS, There has been introduced in the United States senate by the Hon. Albert B. Cummins, senator, a notice of his intention to offer an amendment to the income tax provisions of the Underwood tariff measure, the purport of which is to tax 10 per cent all sales of commodities made on, in, or in connection with all commercial exchanges, boards of trade and institutions conducted in the manner such exchanges are conducted, unless the seller is actually the owner of the commodity so offered or has it in process of growth or if cured meats, the same is within the capacity of the packing houses, owned by the seller, and,

WHEREAS, Such proposed amendment, if enacted into law, would seriously injure, interfere with and disturb the sales of a large portion of the commodities distributed through market centers.

Therefore be it Resolved by this National Ass'n of Managers of Farmer Elevator Companies in session at Milwaukee, June 26, 27, 28, that this organization protests against the favorable recommendation by the finance committee of the senate to which the resolution of Senator Cummins was referred without first carefully inquiring into the extent of the injury and disturbance such legislation would impose upon said business; and be it

Resolved, That the pres. and sec'y of this association be, and are hereby directed to file a copy of this preamble and resolution with the Hon. F. M. Simmons, chairman of the committee on finance of the senate.

A suggestion was made that at future meetings a session be held for managers only, but Mr. Unkenholz objected as there was a lurking suspicion among stockholders that the managers had something "up their sleeve."

E. C. Bergfield, George, Ia.: Different co-operative elevators in the same territory having the same rate of freight to terminal markets pay different prices.

Pres. Simpson named I. S. Henjum, W. L. Zimmerman of Beach, N. D., and W. J. Hunt a com'te to collect information on pro-rata distribution of profits.

S. W. Unkenholz: Mr. Campbell and I agreed that the Wisconsin law on co-operation was not perfection.

I. S. Henjum, sec'y, presented a report of receipts and expenses and a sworn statement of the bankers showing Mr. Henjum's report to be correct. From June 1, 1912, to June 1, 1913, disbursements were \$594.41, including Mr. Henjum's salary as sec'y to Jan. 1, but not to June 1, Mr. Henjum having allowed his salary for the past six months to remain in the treasury. The receipts for the year were \$594.41. Cash on hand \$89, against \$6 on June 1, 1912. Bringing his report practically up to date Mr. Henjum showed receipts to June 23, 1913, of \$728, and expenses \$676, leaving \$112 cash on hand.

Sec'y Henjum reported the total number of members as 200, of whom 75 were in arrears from one month to a year, leaving 125 in good standing. His financial statement was unanimously accepted.

S. W. Unkenholz: District gatherings will have a tendency to get in new members.

Adjourned at 9:50 p. m., *sine die*.

## CONVENTION NOTES.

A. G. Kessler exhibited car movers and shovels.

F. R. Morris exhibited a small working model of a drier.

Many enjoyed the cool trip Saturday on the Pere Marquette Car Ferry.

J. C. Stratton represented the Burrell Engineering & Construction Co.

C. T. Thorbus demonstrated the working of a grain cleaning machine.

Winfred Bland represented the Grain Dealers Supply Co. of Minneapolis.

R. W. Baker of Sioux Falls, S. D., represented the Grain Dealers National Fire Insurance Co.

L. E. Taylor of L. E. Taylor & Co. exhibited the U. S. Car Loader or Englehart Flexible Spout Holder.

The Avery Scale Co. exhibited a 1,500-bu. elevator scale, a ½-bu. mill scale, a 100-lb. coal scale and a patent Protector Scale.

The Richardson Scale Co. had a scale on exhibition and was represented by R. N. Goodman, H. R. Miller and W. P. Buchan.

The local entertainment com'te had two men registering the visitors and issuing badges and tickets to the banquet and steamboat excursion.

Among the ladies present were: Mesdames Jessie Simpson, Danvers, Ill.; Geo. Barber, Carthage, S. D.; W. H. Hayes, Neponset, Ill.; and Dora Cutler, Chicago, Ill.

The meeting of traveling grain solicitors which had been scheduled was not held. Leonard J. Keefe, vice pres. of the new ass'n, stated that the meeting had been postponed to a later date.

Souvenirs distributed included clothes brush by T. D. Randall, fly swatter by L. Buege, purse by Buerger Commission Co., lead pencils by W. M. Christie with compliments of J. H. Dole & Co., and pencils by the Avery Scale Co.

Among the representatives of grain commission firms present were the following: R. E. Andrews, repte. P. H. Schiffin & Co., Chicago; D. W. Burry, repte. the Lipsey Co., Chicago; Earl G. Cool, Mason City, Ia., western representative of Philip H. Schiffin & Co.; W. A. Cunningham, repte. Lipsey & Co., Chicago; F. J. Delaney, Chicago; C. W. Frizzell, Minneapolis; H. Hahn, Chicago; E. T. Hanson, repte. J. H. Dole & Co., Chicago; L. J. Hurlbut, Sioux Falls, S. D.; C. Hunkins, Breckenridge, Minn.; P. M. Ingold, repte. Gould Grain Co., Minneapolis; Geo. E. Newman, repte. Rosenbaum Bros., Chicago; Truman D. Randall, Chicago; Frank Richardson, Minneapolis; G. Sawyer, Minneapolis; H. M. Schloesser, Minneapolis; B. Frank Stone, Duluth; J. A. Waring, Chicago; E. R. Woodward, Minneapolis.

Co-operative elevator men at the convention included the following: M. N. Altenhofen, Random Lake, Wis.; Geo. Barber, Carthage, S. D.; E. C. Bergfield, George, Ia.; E. A. Berven, Lyons, S. D.; C. Beier, Delft, Minn.; F. G. Booher, Nevada, Ia.; F. Brenner, Ocheyedon, Ia.; P. F. Brown, Nemaha, Ia.; A. H. Budahn, Waupun, Wis.; Edward Burg, Jasper, Minn.; Geo. Clowes, Kramer, N. D.; Richard and Henry Cramer, Princeton, Neb.

F. H. Drewes, Granada, Minn.; W. W. Erb, Honeyford, N. D.; E. W. Evans, Linn Grove, Ia.; W. O. Falk, Duluth; E. H. Farley, Leland, Ill.; T. Giesen, Humboldt, S. D.; Thos. Gleason, Oakfield, Wis.; A. P. Gray, Mandan, N. D.

A. A. Hauge, Dimmock, S. D.; G. A. Harris, Bisbee, N. D.; W. H. Hayes, Neponset, Ill.; O. C. Helgersson, Bottineau, N. D.; I. S. Henjum, Hartford, S. D.; E. W. Hepler, Stratton, Neb.; A. G. Honl, Lidgerwood, N. D.; J. M. Hull, Markesan, Wis.; W. J. Hunt, Cavour, S. D.; O. E. Jacobs, Yorkville, Ill.; O. F. Johnson, Bigelow, Minn.; E. M. Jacobson, Omamee, N. D.

A. A. Koehnlein, Gardena, N. D.; H. J. Langpap, Humboldt, S. D.; A. Larson, Sinal, S. D.; W. J. Leonard, Ventura, Ia.; D. G. Lynch, Stewartville, Minn.; A. F. Malzahn, Utica, Minn.; R. H. Manz, Eau Claire, Wis.; J. A. McGovern, Madison, S. D.; J. Mosher, Tomah, Wis.; O. A. Myhro, Spring Grove, Minn.; J. L. Olson, Wyndmere, N. D.; Erik J. Oyan, Baltic, S. D.

R. S. Perry, St. Joseph, Ill.; Frank Pulford, Wykoff, Minn.; L. Reinholdt, Tyler, Minn.; Jesse Simpson, Danvers, Ill.; L. Stahl, Gretna, Neb.; E. Steele, Edgeley, N. D.; V. W. Steele, Jud, N. D.; John A. Stolt, Kulm, N. D.

A. Thompson, Tyler, N. D.; S. W. Unkenholz, Mandan, N. D.; A. E. Weckerling, Pine Island, Minn.; W. O. Wilson, Wykoff, Minn.; J. F. Zieman, Caledonia, Minn.; W. L. Zimmerman, Beach, N. D.

## ILLINOIS SHIPPERS MEET at Decatur.

In response to a call from Secy. S. W. Strong, about 25 Illinois grain shippers met in C. T. Harney's office, Decatur, on the evening of July 8th.

Sec. Strong called the meeting to order, after which H. I. Baldwin was selected to preside over the meeting.

Sec. Strong in addressing the meeting said:

In accordance with the wishes of our Board of Directors, I wish to call your attention to a few of the important activities of our Ass'n.

In the first place, I wish to call your attention to the Claim Bureau. We have prosecuted three suits, paid all the expenses and have money left, in spite of the fact that we only charged 10% for collection.

The Scale Dep't also needs your patronage and support. We charge \$4.00 for each inspection and 75 cts. an hour if any repair work is done on the scales. In both the Claims Bureau and Scale Dep't it is our aim only to pay expenses and we will reduce the charges just as quickly as possible.

Payment of Sight Drafts: We have a peculiar case on hand. An Illinois shipper sold four cars of corn to a Nashville, Tenn., receiver and drew on them with Protest Demand Drafts. The receiver "Protested" the drafts and refused the shipment.

The shipper then sold the 4 cars of corn to another receiver, but before the drafts got back to Nashville, the corn market went up and the first receiver put up a certified check with the N. C. & St. L. and took the corn.

The shipper then had to buy his release from the second receiver. This cost him ¼ of a cent per bushel. The question now is whether the N. C. & St. L. can be compelled to pay the ¼ of a cent commission.

I wud suggest that all shippers refuse to send grain to any receiver who will not pay sight draft.

Advance in Commissions: The Buffalo market has advanced commission rates on corn to one cent per bushel and on oats to three-quarter of a cent per bushel. If Buffalo is permitted to prosper under these rates then every other market will soon be charging the same rates.

Coopering of Cars: In terminal markets cars are all swept and coopered by the railroads. All shippers shud be treated alike and discrimination avoided. I am in favor of having the I. C. C. pass a regulation that will allow the shipper compensation for coopering cars.

Advance in Freight Rates: I was advised today that the I. C. C. has suspended the advance in freight rates until Jan. 8, 1914. This in reality is a denial of the proposed advance. Pres. Metcalf and Attorney Bach were in St. Louis today preparing evidence to present before the Railroad & Warehouse Commissioners to get the advance suspended in Illinois. I was in telephone communication with Sec. Berry today and he assured me that the rate advance in Illinois wud be suspended until Jan. 8, 1914.

Uniform Grades: I am in receipt of a letter from Dr. Duvel of the Agri. Dept. in which he says that he will grant a hearing to Ass'ns with the object in view of establishing uniform grades.

Public Utilities Bill: This bill was passed by our General Assembly, but it is not nearly so drastic as the bill passed in Indiana. The bill provides that any man who charges for storing grain must make accurate and regular reports as to the condition of his storage account. If he does not charge for storing then he does not come within the scope of this law.

Railroads as Side Steppers: Shortly after the establishment of our Claim Bureau we made an agreement that \$3.00 wud be the minimum claim to be filed and that the railroads wud pay claims within 90 days.

We further agreed that on cars where no leakage was reported we wud allow ¼ of 1% for shrinkage on corn and ⅓ of 1% for shrinkage on other grain. The railroads have not played square with us at all. We expect to send notice of withdrawal from the agreement and make the minimum claim \$1.00.

Oscar Lyle, the Crop Expert, made an interesting address from which we take the following:

## GOVERNMENT'S CORN ESTIMATES TOO LARGE.

"I entered Illinois a few days ago, and am not specially qualified to speak on conditions in this state. So far as I have viewed the crops, I would say that they



were fairly good. My quarrel at the present time is with the government over estimation of last year's corn crop. The government overestimated the corn crop by about 200,000,000 bushels.

"In view of this over estimation it is most assuredly necessary that the government estimates on crops at any and all times be viewed with suspicion.

"The government has estimated the increase in corn acreage at three million acres a year, while the actual increase has only been about one million acres in three years.

"I put the average yield per acre at 29 bushels and this on our present acreage will make something over twenty-nine hundred million bushels of corn, while the government placed the average return per acre at 31 bushels, and in this way made the report incorrect by about 200,000,000 bushels.

The government leads us to believe that the corn acreage quoted is all Indian corn. The facts are that about 1½ million acres of kafir corn in Kansas and 1½ to 2 million acres of kafir corn in Oklahoma are included in the Indian corn acreage. This is merely a sample of official figures.

Sec. Wilson was always telling about an increase in acreage. My experience with Gov't figures has been that the more I wash them the dirtier they get.

**Crops are good in Nebraska.** They will have a 60-million bushel wheat crop. Oats are raised in the northeastern part of the state and they have prospects for as fair a crop as I ever saw.

**In Iowa** the crop condition is good thru the middle of the state. I stopped at Des Moines, where Dr. Chappell informed me that the only blemish on the crops was in eight counties northwest of Des Moines. Oats there are only 6 or 8 inches high. Iowa is the only state that raises corn and oats uniformly all over the state and in every county. The wheat acreage is increasing yearly because of good crops and good prices.

**Missouri** has the finest wheat crop I ever saw, it will have 38 million bushels. Wheat fields are perfect pictures. At Joplin, Mo., I was in a field where the wheat came to my shoulder and where every ear was five inches long.

**Kansas:** Dividing the state with a line from the N. E. to the S. W. corners will leave 3½ million acres of grain in the south half and 4 million acres of grain in the north ½. The north ½ has had normal rainfall and along the line an average of about 12 bus. of wheat per acre will be harvested. The south ½ has no reserve moisture. In May the moisture all evaporated. The temperature was 103 to 105° and the humidity was down to 18°. Some fields of wheat were so dry that the straw snapped to pieces like a brittle stick and yet that kind of wheat produced 11 to 12 bus. per acre. Kansas will raise 85 million bus. of wheat.

Pres. Lee G. Metcalf unexpectedly entered and was asked to speak.

Mr. Metcalf eloquently urged the grain men present to give the ass'n their unwavering support in all of its departments. He said that without this support nothing worthy of note could be accomplished but that with it, the Ass'n was one of the powerful factors in influencing correct legislation.

Mr. Baldwin: I wish to say that it is foolish for any shipper to make "Protest" drafts on his shipments. It merely gives some bank clerk an opportunity to make protest fees. I make all my drafts "No Protest."

Mr. Kline: We always stamp on our confirmation, "Make your drafts No Protest" and I believe some good has been accomplished.

Mr. Umpleby: I have been shipping to the Southeast for a long time. It is a custom there not to pay any demand drafts, but to await the arrival of the goods. Some of the Southern states have laws allowing a receiver to hold money for 30 days pending the satisfactory return of the goods but.

W. H. Suffern: Mr. Strong, if railroads are not playing square with you in the payment of claims, why do you not insist on their installing a track scale at stations shipping 50,000 or more bushels of grain annually?

Mr. Andrews: We have claim against I. C. for \$6.00. They scaled it down and

deducted ¼ of 1% until the claim was only \$3.00 and then they refused it because of the minimum agreement with the Ass'n.

Mr. Suffern: We do not allow deductions on any claims. Our minimum on freight overcharges is 25 cts. and on losses of grain in transit 75 cts. and practically all of them are paid within 30 to 90 days.

Mr. Baldwin: The I. C. C. has ruled that if a mileage book is lost the purchaser is the loser and no redemption is permitted. It is ruled that the money belongs to the R. R. This is not fair in any respect.

Mr. Suffern: Attorney Crea of the I. C. R. R. made the statement that automatic scales are not standard weight and are simply measuring machines. On a three months' grind at our mill there was a 30,000 bus. discrepancy against the automatic scale. I have a claim against B. F. Glover & Son of New Orleans for 125 bus. of oats. This firm buys by an automatic scale and they refuse to settle or to arbitrate.

Pres. Metcalf: I was a delegate to the convention on Weights and Measures at Washington and asked if the Gov't approved automatic scales. The answer was that so far the Gov't had not placed its stamp of approval on them, but that improvements were being continually made and they hoped soon to be able to approve them. We sold a car of corn to go to Detroit. The car was en route 30 days and arrived red hot. The receiver refused the car, and as we did not want to be mean we shipped the car to Baltimore and the final loss was \$70.00, and this the Wabash R. R. freely acknowledges. Our receiver at Detroit, however, demanded another car of corn and as there was a three-cent advance in the market we lost this three cents in supplying another car of corn. The Wabash refuses to pay this three-cent loss and I think the validity of this claim should be tested in the courts.

The condition of the growing corn was reported as uneven and spotted, with prospects for an average crop.

Wheat will average 23½ bus. per acre and the average price paid was 80 cts.

Oats will yield a ½ crop; average price offered 35 cents.

It was further reported that 24¼% of the old corn and 4¼% of the old oats was still in the farmers' hands.

Among those present were Messrs. E. J. Cushing, Alex. Branyan and Roy Tripp, Assumption; E. W. Crow, Blue Mound; B. Williams (Blackland), Osbornville p. o.; E. W. Jokisch, Boody; F. S. Betz, Cerro Gordo; M. Connard, Elwin; H. F. Maus, Latham; R. B. Andrews, Macon; W. K. Andrews and A. L. Adams, Moweaqua; O. N. East and T. Hamman, Milmine; Frank Beall, Harrison; J. A. Barrett and J. F. Umpleby, Pana.

The following crop reports were received and the meeting adjourned:

Bloomington, Ill., July 7.—At a meeting of grain men from nearby cities it was reported that 18% of the old corn and 7% of the old oats was still in farmers' hands.—S.

Assumption, Ill.—Wheat acreage small, yield about 25 bus. per acre. Corn thin and spotted. 20% old corn left. Oats will make a ½ crop.—E. J. Cushing.

Elwin, Ill.—Wheat will average 25 bus. per acre. 30% old corn left in farmers' hands. Oats will make ½ of a crop.—M. Connard.

Latham, Ill.—All crops looking good, but have not thrashed any wheat yet.—H. F. Maus.

Moweaqua, Ill.—Wheat acreage smaller than usual, will make from 20 to 35 bus. per acre. Oats prospects range from nothing to 25 bus. per acre.—Andrews & Adams.

Milmine, Ill.—Condition of growing corn fair. No new oats being offered; they will make from 20 to 30 bus. per acre.—O. N. East.

Pana, Ill.—Wheat yield is from 14 to 30 bus. per acre. Oats are from 4 to 18 in. high and will make from 6 to 25 bus. per acre.—J. A. Barrett.

Cerro Gordo, Ill.—Corn crop uneven. Am paying 35 cts. for oats which look like ½ crop.—F. S. Betz.

Harristown, Ill.—Corn fair but wilting some. Oats will make 25 bus. per acre. Will not suffer if do not have rain for ten days.—Frank Beall.

Macon, Ill.—Wheat average about 23 bus. per acre. Corn condition fair. About 35% old corn left in farmers' hands. Oats will make about a ¾ crop.—R. B. Andrews.

**WEATHER PREDICTIONS** six months in advance are promised by Prof. Edwin B. Frost, director of the Yerkes Observatory, at Williams Bay, Wis., just as soon as the scientific studies of the sun now in progress are completed. The scientists have discovered that the amount of heat received by the earth from the sun is subject to considerable fluctuation, but these variations are taken up by the earth's atmosphere and do not affect the climate for some time. Scientists are now engaged in studying these fluctuations and the length of time required to affect the earth's climate. Once this information is definitely known, weather predictions months in advance are entirely feasible.

## E. J. COSTELLO SUPERVISING Grain Inspector.

E. J. Costello was appointed supervising inspector of grain in the office of the Illinois State Grain Inspection Dept. at Chicago, taking office July 1.

Mr. Costello comes to this position after years of experience in the employment of various grain commission houses in Chicago. He was at one time a member of the Chicago Open Board of Trade. He succeeds his brother, the late T. J. Costello, who died several weeks ago.

A portrait of Mr. Costello is reproduced herewith.



E. J. Costello, Chicago, Ill.  
Ass't Chief Grain Inspector.



# Grain Trade News

## ARKANSAS.

West Fork, Ark.—The West Fork Mlg. Co. will build an elvtr.

Marysville, Ark.—Roy R. Rankin has bot a half interest in the grain business of F. Hanas, Jr.

Green Forest, Ark.—Contract has been let for the addition to the mill and elvtr. of the Green Forest Mlg. & Elvtr. Co.

## CALIFORNIA.

Tulare, Cal.—The Tulare Grain & Mlg. Co. will rebuild its plant.

Los Angeles, Cal.—The Western Mill Co. will build a one-story grain storage bin to cost \$10,000.

Receipts of grain at San Francisco during June included 22,871 tons of wheat, 6,921 of barley, 214 of oats, 315 of corn and 25,995 sacks of beans; compared with 12,413 tons of wheat, 8,420 of barley, 526 of oats, 731 of corn and 47,978 sacks of beans received during June, 1912.—Henry C. Bunker, chief inspector Board of Trade.

## CANADA.

Rosebank, Man.—The elvtr. of the Northern Elvtr. Co. burned recently.

Webb, Sask.—A. Erne will tear down his elvtr. at Swift Current and rebuild it here.

Winnipeg, Man.—Benson-Newhouse-Sta-beck Co. Ltd. incorporated to deal in grains.

Elbow, Sask.—The Saskatchewan Co-operative Elvtr. Co. will build an elvtr. here.

Laird, Sask.—Peter Penner of Delmeny has succeeded Jacob Gossen as mgr. of the American Elvtr. Co.

Outlook, Sask.—Richardson & Sons of Winnipeg are considering the erection of an elvtr. at this station.

Port Arthur, Ont.—The government has let contract for the dredging of a slip to the government elvtr. at this point.

Medicine Hat, Alta.—The Maple Leaf Mlg. Co. is again reported to be contemplating building an elvtr. and mill at this point.

Fort William, Ont.—Davidson & Smith have let contract to the Barnett-McQueen Co. for the elvtr. at this point, the work to cost \$358,000.

Point Edward, Ont.—The Point Edward Elvtr., containing 50,000 bus. of wheat and 220,000 bus. of oats, burned to the ground July 7; total loss, \$250,000.

Regina, Sask.—The Board of Trade of this city is making a strenuous effort to secure one of the interior terminal elvtrs. to be built by the government.

Fort William, Ont.—The Can Pac. Ry. Co. has awarded the contract for extensive work in connection with the steel river house of Elvtr. "D" to the John S. Metcalf Co., the work to cost \$45,000.

Winnipeg, Man.—Plans and specifications for the proposed elvtrs. at Moose Jaw and Saskatoon are now being prepared. We expect to call for tenders about July 1, and the contract will be let a month later.—W. D. Staples, of the Dominion Grain Commission.

Montreal, Que.—A delegation representing the entire grain shipping interests of this port has recommended the appointment of a seaboard inspector of all grains passing thru this port. The local shippers contend that European buyers of Canadian wheat are perfectly willing to buy Montreal inspected wheat at the same price as is now obtained by shipping with Fort William inspection via United States ports. The only interests who raise any objection to inspection at the shipping port rather

than at the lake terminals are the western producers, who are said to be suspicious of mixing and adulteration of the class A1 grade, if the grain is inspected in the east. This suspicion, James Carruthers, head of the delegation, declared to be entirely unfounded. There had been cases, he affirmed, where by carelessness in the elvtrs. at the western lake terminals, Manitoba wheat of the first grade had been mixed with grades from the United States. The European buyers were the ones who had suffered, as the local shippers had been able to show clear inspection certificates from Fort William. Mr. Carruthers maintained that if these consignments had been reinspected in Montreal the mixtures would not have sailed for the British ports.

## COLORADO.

Denver, Colo.—J. K. Mullin, pres. and mgr. of the Colorado Mill & Elvtr. Co., who has been dangerously ill for some time, has fully recovered and is again at his desk.

Sterling, Colo.—I have been out of the grain trade for three years and am going into it again this season. It naturally follows that I need the Grain Dealers Journal. With headquarters here we will operate on the U. P. & C. B. & Q. systems under the name of the South Platte Grain Co. and will do a general grain, hay and feed business.—U. G. Parker.

Denver, Colo.—I am mgr. of the Summitt Feed & Fuel Co. of this city. We are in the wholesale and retail grain and feed business and grind our own chop and cracked corn and roll barley and oats. We are equipped with an electric power shovel, car puller, automatic sacking scales, cleaners and track scale, which is the only one in this country that I know of that can be made safe for a heavy engine to pass over with practically no weight of engine on the scale bearing. Without the elvtr. man leaving the scale beam on the working floor, a block signal can be thrown for the train crew, insuring safe passage of the engine. We have standard gage and narrow gage track, which makes dead rail for track scale impossible, besides this is lots handier and cheaper. We have type registering beam, also a register for weather conditions.—G. S. Powell.

## IDAHO.

Fenn, p. o. name Tharp, Ida.—Work has been started on a 100,000-bu. elvtr. by farmers of this vicinity, who are determined to handle grain in bulk.

Cottonwood, Ida.—We are building a 350,000-bu. elvtr. on the N. P. Our officers are Geo. S. Downer, pres., S. M. Brown, vice-pres., A. O. Martin, sec'y and B. Luchtefeld, treas.—Reinhart Oesan, mgr. Farmers Union.

Genesee, Ida.—Our new elvtr. will have a capacity of 40,000 bus. and will be operated in connection with our 100,000-bu. plant on the N. P. We will equip our elvtrs. with the latest machinery, including a cleaner and smutter. We also expect to install a chopper for the cleanings.—Jos. Knapps, mgr. Farmers Union Warehouse Co.

## ILLINOIS.

Disco, Ill.—A. C. Garrett is in the grain business at this point.

Vienna, Ill.—The Vienna-Belknap Elvtr. Co. has been dissolved.

Mayview, Ill.—John Ash will work in the elvtr. of E. C. Sadorus.

Franklin Grove, Ill.—The Farmers Elvtr. Co. will enlarge its elvtr.

Rock Falls, Ill.—The elvtr. of Fred E. Davison has been painted.

Harvel, Ill.—The Harvel Grain & Supply Co. is repairing its driveway.—S.

Willeys, Ill.—George H. Slick is now mgr. for B. F. Jostes & Co.—S.

Hamilton, Ill.—Byers & Cockran are in the grain business at this station.

Ferris, Ill.—The elvtr. of J. R. Craig has been sold and is closed at present.

Edwardsville, Ill.—The Sparks Mlg. Co. has leased the elvtr. of E. J. Jeffress.

Stonington, Ill.—The Stonington Farmers Grain Co. is building a feed house.

Keweenaw, Ill.—A farmers elvtr. company is being organized to build an elvtr.

Roby, Ill.—Alvey Yeamen has succeeded J. J. Green as mgr., the Roby Grain Co.—S.

Sherman, Ill.—The new elvtr. of Prather & Groves was put into operation July 3.

Lodge sta., Monticello p. o., Ill.—Roy H. Jones & Co. have succeeded Thompson & Dillavou.

Haldane, Ill.—The Farmers Elvtr. Co. has increased its capital stock from \$5,000 to \$10,000.

Moweaqua, Ill.—C. A. Davis has bot our elvtr. at this station and will succeed us.—Thompson & Housh.

Arrowsmith, Ill.—T. F. L. Warner has bot the elvtr. of T. H. Greenfield and will take possession at once.

Raymond, Ill.—I have just repainted my elvtr. and am installing a new steam engine and boiler.—Adolph Oberle.

St. Joseph, Ill.—R. S. Perry of Simpson & Perry was married June 25 to Miss Genevieve Parkhurst of Lincoln, Nebr.

Pleasant Plains, Ill.—The Farmers Elvtr. Co. is building a concrete engine house for its new 60 h.p. kerosene engine.

Gerald sta., Armstrong p. o., Ill.—Bert Mahew has succeeded me with H. C. Bear & Co.—John McLaren, now at Penfield.

McNabb, Ill.—Surface & Packingham are out of business and we operate both elvtrs. at this station.—McNabb Grain Co.

Penfield, Ill.—I am now with Wood & Collins at this station.—John McLaren, formerly with H. C. Bear & Co. at Gerald.

Decatur, Ill.—Kizer & Co. are moving their offices to the sixth floor of the Wait Bldg., where they will occupy two rooms.—S.

Willeys, Ill.—B. F. Jostes & Co. are figuring on installing a steam power plant to replace the gasoline power now in use.—S.

Melvin, Ill.—Chas. Instri will assist his uncle L. Lamoreaux at the elvtr. of Lamoreaux & Inkster Bros. during the summer.

Oreana, Ill.—Oreana Grain Co. incorporated; capital stock \$13,000; incorporators M. C. Cooper, John Moothart and Grant Kirby.

Litchfield, Ill.—Harry Saathoff has resigned as mgr. of the Farmers Elvtr. Co. and will be local agt. for the Lemp Brewing Co.

Bondville, Ill.—It is reported that the Usch Co. of Peoria contemplates building an elvtr. at this point on the Ill. Traction System.

Hammond, Ill.—We expect to cover our elvtr. with corrugated iron as soon as we can get some one to do the work.—T. J. Kizer & Son.

Litchfield, Ill.—A meeting of grain men from this territory was held July 3. All reported the oats in bad shape and wheat fairly good.—S.

Anchor, Ill.—The elvtr. of A. B. Means burned July 6. The total loss, including the lumber yard of W. D. Alexander, amounted to \$50,000.

Decatur, Ill.—J. E. Bennett & Co. are moving their offices to the Wait Bldg. This will give them better accommodations and more comfortable quarters.—S.



Decatur, Ill.—O. H. Cannon & Co. have been made defendants in a suit to recover \$400 damages brot by E. R. Talbott, the trouble arising over a sale of grain.

Haydens Corners, no p. o., Ill.—Farmers in this vicinity, south of Manhattan, are interested in the organization of an elvtr. company to build or buy a house.

Millersville, Ill.—J. C. Terry, a banker of Blue Mound, succeeded Alex Hillman. It is rumored that Mr. Hillman will continue in charge of the business.—S.

Mahomet, Ill.—Wm. Wykle has let contract to the Burrell Engineering & Constr. Co. for repairing and remodeling his old elvtr. and adding 15,000 bus. storage.

Kankakee, Ill.—I will build a 15,000-bu. oats bin and make other improvements in the elvtr. recently purchased from Garrett Nugent, at Cabery.—John E. Tjardes.

Buckhart, Ill.—We expect to put a corrugated iron roof on our ear corn elvtr. as soon as we can get the needed help.—H. C. Ratz, mgr. Buckhart Farmers Grain Co.

Goodfield, Ill.—We will build a new office and make repairs on our elvtr., which was recently struck by lightning and damaged to the extent of \$30.—J. A. Ellis of Ellis & Wagner.

Mansfield, Ill.—James Mahan, owner of a local elvtr., while driving his automobile, lost control of the machine which ran into a tree and was badly damaged. Mr. Mahan was unhurt.

Mt. Auburn, Ill.—We expect to cover our elvtr. here and at Osbornville with corrugated iron in the near future.—D. C. Armstrong, mgr. Mt. Auburn & Osbornville Grain Co.

Breckenridge, Ill.—We have been repairing our driveways and putting new floors in our dumps. Started taking wheat July 7.—E. L. Davis, mgr. Berry & Breckenridge Farmers Grain Co.

Oneida, Ill.—Helen Garvin Glenn, daughter of Wm. T. Glenn, grain dealer and mayor of this city, was married June 24, to Wm. A. Fraser, Jr., vice-pres. of the W. A. Fraser Co., of Chicago.

Ivesdale, Ill.—Andrew Stratton, former mgr. of the Ivesdale Grain Co., has resigned and returned to the telegraph key, after 25 years in the grain trade. He was an operator before he took up the grain business.

Baker sta., Manhattan p. o., Ill.—The Farmers Elvtr. Co. has been organized here with 87 members, capital stock \$8,000. The new company will take over the elvtr. of Ed Farley and open for business at once.

Bolivia, Ill.—We operate two elvtrs. at this station and have installed a sheller in one house and are repairing the engine in the other. Both houses have been painted.—M. M. Spengler, mgr. Farmers Grain Co.

Piper City, Ill.—J. A. Montelius, Sr., a partner in our firm, will retire July 1, and J. K. Montelius, my brother, will take his place. We will operate as the Montelius Grain Co.—Geo. D. Montelius, of Geo. D. Montelius & Co.

Gibson City, Ill.—I. Cushner, formerly with the John T. Oxley Seed Co., has bot the grist mill and coal business of Geo. W. Walker & Co. and will take possession July 22. Mr. Walker will continue to operate the elvtr.

Edinburg, Ill.—We are putting in a new driveway and are also building a new dump, having bot a Weller Controllable Dump. We will also paint both of our elvtrs.—M. S. McClintock, mgr. Edinburg Farmers Grain Co.

Urbana, Ill.—The following have recently been admitted to membership in the Illinois Grain Dealers Ass'n: T. D. Owings, Colusa; Yuton Grain Co., Yuton sta., Bloomington p. o.; and Daniels Bros., Bentley.—S. W. Strong, sec'y.

Coles, Ill.—We have bot the elvtr. of the Shellabarger Elvtr. Co. at this station, paying \$8,500 for it. We took possession July 1 and are overhauling the house and will put it in up-to-date condition.—Morrisonville, Ill.—When the Wabash Ry.

Co. decided to put double tracks thru here, we had to cut 3 ft. 6 ins. off the width of our elvtr. and we have just completed the changes. We are also repainting the house.—Thos. C. Doyle.

East Lynn, Ill.—We have let contract for a 40,000-bu. elvtr. to be modern in every respect and to be finished in time for the new oat crop.—Geo. L. Merritt of Merritt & Wierman. The elvtr. will be on the Lake Shore tracks just west of the present house.

Caton Farm, Minooka p. o., Ill.—The Plainfield Grain Co. has taken possession of the elvtr. recently bot from the Truby Grain Co. and will use it exclusively for corn. The office will be enlarged and moved 30 ft. south, to allow for a wider driveway.

Frankfort, Ill.—The estate of the late Englehart Borms, retired grain dealer who died May 2 at Peotone, Ill., will be equally divided among his nieces and nephews, the only special bequests being \$8,000 to his sister, \$2,000 to one niece and \$1,000 to a nephew.

Staley, Champaign p. o., Ill.—The power house of the elvtr. of F. R. Ludwig was struck by lightning at 5:15 a. m., June 29. The motor was burned out and the inside of the building burned. The elvtr. was closed for repairs for three days, but is now in operation.

Weston, Ill.—Graves & Hurburg have let contract for an 80,000-bu. elvtr. to be erected on a concrete foundation and covered with galvanized iron, to the Burrell Engineering & Constr. Co. It will be equipped with a Fairbanks Gasoline Engine and will replace the house burned last October.

Assumption, Ill.—James Nichols, employed at the elvtr. of the Farmers' Elvtr. Co., was badly bruised, June 27, when his clothing caught in a belt in the machinery and he was violently thrown against the timbers. His back was badly wrenched, but he was not seriously injured.

Oak Hill, Ill.—The 12,000-bu. elvtr. of J. Maher, now under construction, will be erected on a concrete foundation, and covered with galvanized iron. It will be of cribbed construction and will be equipped with an 8 h.p. Fairbanks Gasoline Engine. The Burrell Engineering & Constr. Co. has the contract.

Morris, Ill.—The Farmers Square Deal Elvtr. Co. has let contract for a 40,000-bu. reinforced concrete elvtr. to the Younglove Constr. Co. The house will replace the one burned June 10, and will be equipped with a 10 h.p. Fairbanks-Morse Motor, a 1,500-bu. per hour Fairbanks-Morse Automatic Scale, a Weller Dump, two stands of legs fitted with Hall Signalling Non-Mixing Distributors and a car puller of 8 car capacity. The machinery will be installed on the working floor of the elvtr.

Peoria, Ill.—We are indebted to Sec'y John R. Lofgren for a copy of the 43d annual report of the Board of Trade, containing the usual list of officers, com'tes, members, and a list of the officers since 1870. The report is indexed and covers statistics of interest to the grain trade in the crop situations, receipts and shipments at this market, range of prices, grades of grain, list of the grain elvtrs. and warehouses of the city and other items of general interest and value.

Joliet, Ill.—The elvtrs. of the defunct Truby Grain Co. were sold at public auction to the following companies: Elvtr. at Canton Farms bot by the Plainfield Grain Co. of Plainfield, for \$2,980; Minooka Elvtr. bot by the Minooka Grain Co. for \$5,500; Birds Bridge Elvtr. bot by the Joliet Grain Co. for \$3,100; the elvtrs. at Andres sta., Peotone p. o., and Wilton bot by the Andres & Wilton Farmers Grain & Supply Co. for \$7,500 and \$3,700 respectively. No bidders appeared for the elvtr. at Jesse and it will be sold later at private sale. The total amount received from the sale of the elvtrs. and property of the company is given by Trustee Chas. V. Barr as \$28,503. Referee Sprague approved the above sales June 30.

Cisco, Ill.—The Farmers Grain Co. will build a 20,000-bu. annex to its elvtr. The addition will be divided into hopper bottom bins which will be filled by a spout from the main elvtr. and emptied by a drag. Contract has been let to the Decatur Constr. Co. and work will be started Aug. 2. An effort will be made to finish the house in 30 days.

Waynesville, Ill.—We are rebuilding the elvtr. burned June 18 and have the foundations finished. The new house will have a shelled corn capacity of 16,000 bus. and an ear corn capacity of 8,000 bus. and will be equipped with the latest improved machinery. The loss on the grain and half the loss on the elvtr. was covered by insurance.—Agt. Darnall & Spence.

Eastburn sta., Sheldon p. o., Ill.—We are building a 10,000-bu. elvtr. on the site of the old house which we wrecked. The new house has 5 bins, 4 of them deep storage bins and one loading bin. The scales are on the working floor and it is 55 ft. to the top of elvtr. head. The equipment includes gravity loading spout, 18 in. elvtr. belt with 8x5 buckets, staggered 14 in. centers, cleaner, turn head to all bins from cleaner and elvtr. head. The Decatur Constr. Co. had the contract.—A. M. Eastburn & Co.

Emington, Ill.—G. C. Tjardes has torn down the south part of his elvtr. and put up a new studded addition 22x32x22 ft., iron clad, with metal roof. Mr. Tjardes has spent considerable money in repairing and remodeling his elvtr. and next year will completely cover it with metal siding and will also finish covering the roof with the same material thus eliminating the chances of a locomotive spark alighting on a surface that invites trouble and the hazardous shingle roof will have disappeared from another elvtr.—G. E. T.

Maroa, Ill.—I have succeeded in securing the site of the elvtr. of the Shellabarger Elvtr. Co., which burned June 18, and will at once commence the construction of a thoroly up-to-date 50,000-bu. house of cribbed construction, the equipment to include 3 large stands of elvtrs., largest size sheller and cleaner, automatic scales and manlift. Economical and rapid handling of grain will be the one point kept in mind in building the elvtr. Two electric motors will supply the power.—L. J. Kaiser. The Decatur Constr. Co. is drawing the plans.

Merna, Ill.—The new 25,000-bu. cribbed elvtr. of J. C. Carmody has been completed. The house is 32x30½x44 ft., ironclad, with metal roof. The power house is of concrete, detached 10 ft. from the main building and also has metal roof, the gasoline tank is 16 ft. from the elvtr. and is underground. The driveway thru the south end has concrete walls to hold cinder path in place and the elvtr. is equipped with Constant Manlift and Richardson Automatic Scale in cupola. The elvtr. takes the lowest possible insurance rate. The Reliance Constr. Co. had the contract.—G. E. T.

Vanwood sta., Springfield p. o., Ill.—I have let contract to the Wemholz Constr. Co. for a 20,000-bu. elvtr. to be completed by Aug. 15. The house will replace the one burned June 11 and as the old gasoline power plant which was housed in a concrete building was not seriously damaged in the fire it will be used again. Equipment will include five dumps, 2 elvtr. legs, Western Warehouse Sheller, gyrating cleaner, manlift, Peerless Feeder, chain drag and Fairbanks 600 bu. Hopper Loading Scales. Elvtr., corn crib and office will be combined in one metal covered building.—Thos. Sudduth.

Charleston, Ill.—The reports that our elvtr. burned recently are unfounded. We are still here and doing business at the same old stand. On June 2, our largest broom corn warehouse containing over 100 tons of broom corn, burned. The building was partially covered by insurance and we will recover ¾ of the value of the corn. We are planning to rebuild the warehouse, just east of the old site, as we have already begun the erection of a 100-ft. coal shed on that location. We expect to build modern



storage for about 10,000 bus. of ear corn at an early date and to install suitable machinery for handling it.—G. B. & C. M. Griffin.

Receipts of grain at Peoria during June included 81,600 bus. of wheat, 1,409,435 of corn, 989,075 of oats, 257,100 of barley and 22,800 bus. of rye; compared with 102,388 bus. of wheat, 1,110,346 of corn, 673,400 of oats, 58,315 of barley and 20,400 bus. of rye received during June, 1912. Shipments for the month included 31,000 bus. of wheat, 1,138,622 of corn, 1,171,690 of oats, 93,845 of barley and 3,600 bus. of rye; compared with 22,000 bus. of wheat, 985,116 of corn, 812,183 of oats, 75,300 of barley and 8,200 bus. of rye shipped during June 1912.—John R. Lofgren, sec'y Board of Trade.

Redmon, Ill.—The new elvtr. of Willis Brinkerhoff & Son will have a capacity of 35,000 bus. and will be of studded construction, 2x8 and 2x6 yellow pine being used. It will be covered with shiplap and corrugated iron and will have 8 hoppers, 3 dumps, a Constant Manlift, 2 elvtr. legs, rope drive and Fairbanks Automatic Scale. An ear corn crib with a short leg for elevating and a Western Sheller and Cleaner of 600-bus. capacity will also be built. A 40-h.p. engine will be installed. The cupola will be 16 ft. higher than the main building which will be 42 ft. to the plate. The Decatur Constr. Co. has the contract.

#### CHICAGO NOTES.

The Calumet Elvtr. Co. has filed articles of dissolution.

Sidney Long & Co. have opened a cash grain dept. with John A. Costello in charge.

J. H. Wheeler, for several years with E. W. Bailey & Co., is now with Rumsey & Co.

James E. Cairns, formerly with Elmore, Squire & Co., is now sales mgr. for the Clinton Sugar Refining Co. of Clinton, Ia.

Chas. K. Templeton has joined the force of Lamson Bros. & Co. and will be connected with the cash grain dept., making a specialty of wheat.

A. R. Warner and T. D. O'Brien have opened an office in the Postal Telegraph Bldg. and will do a commission business under the name of T. D. O'Brien & Co.

All of the regular elvtrs. have been made regular for one more year, or until July 1, 1914, under an agreement between the warehousemen and the directors of the Board of Trade, which is practically the same as last year.

CHICAGO CALLERS: F. A. Bruns, Wilmington, Ill.; L. E. Highland, Sweetwater, Neb.; Jos. Gregg, Atlanta, Ga.; B. J. Alley, Indianapolis, Ind.; E. A. Stauffenberg, Andres sta., Peotone p. o., Ill.; C. W. Austin, New York, N. Y.

The amendment to the rules of the Board of Trade providing for the new form of trading in privileges was adopted June 30 by vote of 597 to 60. The amendment increasing the weighing charge from 25c to 35c also was adopted, by a vote of 678 to 469.

Application for membership in the Board of Trade has been made by Willis Counselman. Jos. A. Nosek, Richard M. Sayers, P. P. Donahue, Chas. K. Templeton, W. S. Cowen, John A. Todd, John B. Pierce and C. H. Wade have been admitted to membership.

James Barrell, father of Finley Barrell, pres. of Finley Barrell & Co., died June 28. Mr. Barrell came to this city in 1846 and was for many years connected with the grain interests of Armour, Dole & Co. and their successors J. H. Dole & Co. He retired from active business several years ago.

During June the Illinois state grain inspection dept. handled 23,760 cars of grain. An average of about 955 cars per working day. Out of the total number of cars handled 446 were reinspected, of which 336 were sustained and 110 changed, 97 receiving a higher grade and 13 a lower, 10 being lowered on resample.

James P. Taylor, familiarly known as "Cap" Taylor, a member of the Board of Trade for 45 years, died July 6 at the age of 79. Mr. Taylor was on the floor of the exchange as usual the day preceding his death and was apparently in good health. His death came as a severe shock to his many friends and acquaintances with whom he was highly popular on account of his wit and kindness. He represented B. Peters Hutchinson on the floor for many years.

Alexander McDougall, one of the oldest members of the Board of Trade, died July 8, at the age of 78. Mr. McDougall joined the Board of Trade in 1883 and has had an office in the Postal Telegraph Bldg. for 27 years. In 1882 he started in business with O. H. Roche & Co. and in 1885 founded the firm of A. McDougall & Co. He was greatly esteemed by his fellow members for his unflinching courtesy and kindness. Few men have had a greater number of personal friends among their business associates.

The W. S. Cowen Grain Commission Co. has opened offices in the Webster Bldg. and will engage in the grain business, specializing in cash grain. W. S. Cowen was chief grain inspector for the State of Illinois from 1904 to 1913. Previous to that he owned and operated an elvtr. at Shannon, Ill., and a station at Harper, Ill. Mr. Cowen owns a farm in Carroll County, Ill., where he spent his boyhood and many years of his life. He enters the grain commission business with the unique distinction of having handled grain in every capacity, as a grower, as a country shipper, and as a grain inspector.

B. S. Wilson & Co. suspended business June 28, notifying the Sec'y of the Board of Trade to close out all trades in its name. No accurate statement of the firm's assets and liabilities is obtainable, but upon liquidation of the cash grain on hand, it is believed that the loss will not be heavy. B. S. Wilson & Co. was organized four years ago, succeeding to the business of T. E. Wells & Co., with which concern Mr. Wilson had been associated for many years. The creditors have appointed J. P. Griffin, J. C. Murray, Lowell, Hoyt, F. A. Paddelford and Edward Andrew as trustees to conserve the company's assets. According to present expectations, the company will be reorganized and continue in business.

J. C. F. Merrill, trustee of the Burns-Yantis Grain Co. which failed 3 years ago, made his final report July 1, accompanied by a dividend of 5%. The total dividends paid amount to 48½%, or about \$80,000 on an unsecured indebtedness of \$165,000. The secured indebtedness was more than \$435,000, the total claims against the estate being over \$600,000 and the loss to the unsecured creditors amounting to \$85,000. The total expenses of the trusteeship are a little over \$10,000. Had the company been thrown into bankruptcy the creditors would have received very little in the way of dividends, but there have been no court actions growing out of the trusteeship. The members of the creditors' com'te have served without compensation, the com'te consisting of J. P. Griffin, Lowell Hoyt, Adolph Gerstenberg and W. K. Mitchell.

The Michigan Central R. R. Co. has awarded contract to the Witherspoon-Englar Co. for the largest transfer elevator in this country, to be constructed at Kensington, Ill. The elevator will be operated by F. H. Mealiff & Co., Chicago. The main building will be 52x150 ft. and 167 ft. high. The drier house will be 50x26 ft., engine house 50x38 ft., and boiler house 39x55 ft. The entire plant will be of concrete and absolutely fireproof. It will have six receiving legs, eight 2,500-bu. garners, eight 2,000-bu. hopper scales, and three 2,100-bu. garners for the driers. The elevator will be equipped with 61 square bins and will have a storage capacity of 300,000 bus., clipping capacity of 4,500 bus. per hour; bleacher capacity of 3,000 bus. per hour, and drier capacity of from 60,000 to 70,000 bus. per day. The plant will be able to handle 100 cars per day. Work on the foundations was commenced July 9 and the plant will be pushed

to an early completion. If everything is accomplished according to schedule, the elevator will be ready for service Jan. 1, 1914.

#### INDIANA.

Jefferson, Ind.—John Gienger will build a 10,000-bu. elvtr. to cost \$4,000.

Greenfield, Ind.—Horace S. Beckner has bot the ½ interest of Barrett & Barrett in the Greenfield Mill & Elvtr. Co. for \$16,000.

Westport, Ind.—Burglars forced an entrance to the office of the Tyner Grain Co. and carried away \$1,072 in money and checks.

Napanee, Ind.—Napanee Produce Co. incorporated to deal in hay, grain, straw, etc.; capital stock \$15,000; incorporators W. W., H. R., and G. D. Stauffer.

Griffin, Ind.—The elvtrs. of James Price and J. W. Fisher burned recently, the fire starting in the Price Elvtr. and spreading to the Fisher property. The loss on the former elvtr. was \$10,000 and on the latter \$15,000. Both were fully insured.

Bluffton, Ind.—The recently incorporated Studabaker Grain & Seed Co. acquired the six elvtrs. of John Studabaker & Son, July 2, from G. T. Markley, commissioner to sell the real estate of the late John Studabaker. The elvtrs. are located at Liberty Center, Van Buren, Roseburg, Linn Grove, Vera Cruz and this station.

Boggs town sta., Fairland p. o., Ind.—We have succeeded the Fairland Grain Co. at this station, the members of that company still own a half interest in this one. I own the other half and we will operate as the Boggs town Grain & Supply Co., running entirely independent of the other company.—L. C. Burnside, mgr.

Rockville, Ind.—We have bot the elvtrs. of Jessup, Nevins & Co. at Bloomingdale and Judson and the one of Jessup & Williams at Marshall, and will operate them as the Bloomingdale Mill Co., the Judson Elvtr. Co. and the Marshall Mlg. Co. All three elvtrs. will be completely overhauled and repaired, new machinery being installed for both milling and elvtr. purposes.—Rohm Bros.

#### INDIANAPOLIS LETTER.

Indianapolis, Ind.—The National Elvtr. Co. has filed articles of dissolution.

Wm. G. Hunter, member of the Board of Trade, died July 2 at the age of 65. Mr. Hunter had been in the grain brokerage business for a number of years.

Pres. Bert A. Boyd of the Board of Trade, has been in business on his own account since 1902 instead of since 1912, as erroneously stated in the Journal June 25.

The board of governors of the Board of Trade were guests at a dinner party, July 7, tendered by the newly elected pres. Bert A. Boyd. The bill of fare is especially inviting and the list of good things to eat makes a person hungry.

By mistake the Hoosier Grain Co. of this city was listed as grain merchants in the last issue of the official directory of regular grain shippers of Indiana. They are now strictly commission and brokerage, working entirely for consignments. J. M. Brafford is mgr.

#### IOWA.

Clare, Ia.—I will remodel my elvtr.—F. D. Conway.

West Bend, Ia.—W. E. Reed is painting his elvtr.

Laurens, Ia.—The Farmers Elvtr. Co. is remodeling its elvtr.

Bayard, Ia.—The Farmers Elvtr. Co. will build a 35,000-bu. elvtr.

Creston, Ia.—F. J. Taylor is a scoop-shoveler at this point.—A. R. B.

Shannon City, Ia.—We have succeeded G. A. Snyder.—Snyder Grain Co.

Kesley, Ia.—John Metcalf & Sons will install a Hall Special Elvtr. Leg.



Germania, Ia.—The Whittemore Elvtr. Co. will build a 30,000-bu. fireproof elvtr.

Archer, Ia.—Arthur Slater has resigned as mgr. of the Edmonds-Londergan Co.

Gilbert, Ia.—The office of the Gilbert Grain Co. has been painted and repapered.

Blanden, Ia.—We will paint all of our buildings.—Farmers Co-operative Society.

Osceola, Ia.—We are painting all of our 27 elvtrs. and warehouses.—Talbot Grain Co.

Olds, Ia.—The Elvtr. of the Farmers Elvtr. Co. has been completed and is now in operation.

Struble, Ia.—John Van Bockern will succeed me as mgr. of the Farmers Elvtr. Co.—C. N. Ogden.

Knoxville, Ia.—Manix & Shivers are reported to be contemplating the erection of a large elvtr.

Sioux City, Ia.—The offices of the McCaull-Dinsmore Co. have been moved to the Davidson Bldg.

Grundy Center, Ia.—Local elvtr. men are contracting for new corn for December delivery at 48c per bu.

Hartley, Ia.—Fire was discovered in the elvtr. of Betts & Logan recently, but quick work saved the house.

Alden, Ia.—I have succeeded A. A. Burke as mgr. of the Farmers Elvtr. Co. at this station.—W. J. Hager.

Lake City, Ia.—The elvtr. of the Updike Grain Co. at this station is to be torn down and a new house built.

La Porte City, Ia.—The new elvtr. of the Producers Elvtr. Co. will be ready for business in a few days.

Wapello, Ia.—Work is progressing rapidly on the new elvtr. of E. B. Cook, built to replace the one burned.

Hanlontown, Ia.—R. D. Robertson is reported to have resigned as mgr. of the Independent Grain & Lbr. Co.

Monteith, Ia.—I have let contract to the Newell Constr. Co. for a 15,000-bu. elvtr. at this station.—W. L. Reed.

Morse, Ia.—E. G. Kettering has bot an interest in the local elvtr. and it will be operated as E. G. Kettering & Co.

Vinton, Ia.—B. F. Keller will be mgr. for the Harmon Coal Co. at the elvtr. recently bot of the Bickel Grain Co.

Rands sta., Rockwell City p. o., Ia.—The recently organized Farmers Elvtr. Co. has secured a site and will build an elvtr.

Sherwood, Ia.—E. E. Swartz, who has operated the Sherwood Elvtr. for the last two years, is reported to have failed.

Knoxville, Ia.—The elvtr. of the Davis Way & Co. has been moved from the C. R. I. & P. yards to the C. B. & Q. yards.

Oxford, Ia.—Work on the new elvtr. of E. D. Jones & Co. is being rushed. The house will replace the one burned Apr. 22.

Stonega, no p. o., Ia.—The foundations for the elvtr. of the Home Elvtr. Co. have been completed and the machinery has arrived.

Bingham, Ia.—It is reported that the Grain Growers Elvtr. Co. of Shenandoah will extend its operations to this point and to Summit.

Marietta, Ia.—The Bowles & Billings Grain Co. are announcing the opening of their elvtr. at this station. Lawrence Anson is mgr.

Honey Creek, Ia.—H. J. Cawdle is building a small temporary elvtr. to use until fall when he contemplates a new house.—Thos. L. Davis.

Des Moines, Ia.—W. E. Ward of Harper & Ward, who was injured in an automobile accident June 13, has gone to Battle Creek, Mich., to recuperate.

Macksburg, Ia.—Sumner White of Orient and Gault Bros. of Creston will build elvtrs. at this point on the new railroad, the Creston, Winterset & Des Moines.—S.

Osceola, Ia.—We have just resided and roofed our elvtr. and warehouses with corrugated iron, and have installed a suction fan for the cleaning of cobs.—Curnes, Eddy & Co.

Cylinder, Ia.—The Farmers Union has bot the elvtr. of S. J. Quam, recently reported as sold to Runnkle & Dadmun of Milwaukee, Wis., and will use it for a feed storage room.

Chariton, Ia.—The mill and elvtr. of the Eckenberry Grain Co., containing a large quantity of flour and grain, burned June 25; loss \$10,000; insurance \$5,700. The plant will be rebuilt.

Woodward, Ia.—The improvements on the elvtr. of W. W. Horras have been completed. A new 25-h.p. electric motor and an automatic scale have been installed and new bins added.

Coon Rapids, Ia.—The office of the Farmers Elvtr. Co. was slightly damaged by fire June 16. The blaze started from some firecrackers that small boys were shooting near the building.

Piper sta., Rockwell City p. o., Ia.—The Farmers Elvtr. Co. has installed a 1,000-bu. per hour automatic scale. The capital stock of the company has been increased from \$2,500 to \$5,000.

Havelock, Ia.—H. Van Der Zwagg, a carpenter working on the new elvtr. of the Farmers Grain & Coal Co., was probably fatally injured when the staging on which he was standing gave way.

Menlo, Ia.—The elvtr. of C. A. Wellman caught fire under the west driveway at 9 a. m., June 21, but quick work saved the house. The driveway was burned and some other slight damage resulted.

Armstrong, Ia.—A settlement has been made with the creditors of the Farmers Elvtr. Co. and the elvtr. is in operation with H. Rasmussen as mgr.—J. O. Johnson, agt. Rippe Grain & Mlg. Co.

Spirit Lake, Ia.—S. H. Claumer and P. A. Woodward of Ft. Collins, Colo., have bot the elvtr. and mill of G. S. Fuller, who purchased it last January from C. F. McFarland. Mr. Woodward will be mgr.

Collins, Ia.—The office of the Neola Elvtr. Co. has been made smaller, as the new gas engine does not require as much room as the old one. A work room in the middle of the elvtr. is also being arranged.

Blairsburg, Ia.—Failing to secure a site on the I. C. the recently organized Farmers Elvtr. Co. is reported to have bot the elvtr. of G. E. Conaway and will remodel the house, installing new machinery thruout.

Fernald, Ia.—C. A. Funk has resigned as mgr. of the Farmers Grain Co. and is now at Creston.—W. J. Ray, sec'y Farmers Grain Dealers Ass'n of Iowa, Colo. Mr. Funk will be out of the grain trade until he regains his health.

Randolph, Ia.—T. A. Rhode, while working in the elvtr. of S. T. Rhode & Son, attempted to put a large belt on a pulley without stopping the machinery. The belt slipped and caught the end of his thumb, crushing it so badly that amputation was necessary.

Dallas Center, Ia.—Robert Whitaker, owner of the Whitaker Elvtr., was pinned under his automobile June 15, and badly injured. Mr. Whitaker was driving and turned out for a team. The car went off the grade, turning turtle as it fell and pinning him down. It is thot he will recover.

Paton, Ia.—Instead of increasing the capital stock of the company, as had been contemplated, the stockholders of the Farmers Elvtr. Co. at their recent annual meeting, decided to instruct their directors to make an assignment of the property and close up the business. John B. Will was appointed assignee.

Whiting, Ia.—While playing in the man-lift in the elvtr. of A. M. Cassady & Co., Hiram Brooks, a small boy, was seriously hurt. His legs hung over the side and struck a projecting board, the bone being broken. The child caught hold of the rope, but was not strong enuf to hold on and slipped down 40 ft., both hands being badly mangled. He was taken to the hospital, where it was found necessary to amputate three of his toes, but it is hoped that he is not internally injured.

Des Moines, Ia.—The following firms have moved their offices into the new Hubbell Bldg.: Taylor & Patton Co., S. E. Squires Grain Co., Knight-McWhinney Co., Towers Grain Co., and Geo. A. Wells, Sec'y of the Western Grain Dealers Ass'n.

Ollie, Ia.—About 2,000 bus. of oats and several hundred bus. of shelled corn were in the elvtr. of the Jackson Grain Co. when it burned June 6. The loss on the building and its contents was covered by insurance and a new elvtr. will be built at once.

Garrison, Ia.—The officers of our recently organized company are I. W. Van Nice, pres., R. E. Taylor, vice-pres., Roy Gardner, sec'y, and A. J. Donald, treas. We will handle grain, lumber, coal and live stock in the elvtr. which we recently bot of Stockdale & Dietz.—P. M. Mettlin, mgr. Farmers Lumber & Grain Co.

Carlisle, Ia.—The Carlisle Grain Co. has been organized by A. Corzatt and will take over the McDowell mill. The old M. E. church has been purchased by the new company and will be moved to the mill and remodeled into an elvtr. The house will be equipped with the latest machinery and be up-to-date in every respect.

Williams, Ia.—The Farmers Elvtr. Co. is working hard on the new improvements to the elvtr. The capacity is being increased to 40,000 bus. and new machinery, including Richardson Automatic Scale, a new screw conveyor and a trip dump with a Weller Dump Controller, is being installed. The elvtr. will also be painted a box car red with white trimmings. The improvements will cost \$4,000.

## KANSAS.

Protection, Kan.—J. E. Kirk is erecting an addition to his elvtr.

Lucas, Kan.—M. P. Thielson has let contract for an elvtr. at this station.

Fowler, Kan.—The Artesian Valley Alfalfa Mlg. Co. has reopened its mill.

Gypsum, Kan.—Wm. Teichgraeber is installing wheat cleaning machinery.

Grantville, Kan.—J. H. Dougan has rented the elvtr. of Chas. A. Geiger & Son.

Greensburg, Kan.—C. R. Rixon and H. W. Wacker have dissolved partnership.

Norwich, Kan.—The Millers Grain Co. has bot the elvtr. of the Farmers Elvtr. Co.

Lincoln, Kan.—L. F. Herman is remodeling his elvtr. and installing new legs.—M.

Calista, Kan.—I am now mgr. for the Calista Grain & Coal Co.—Carl N. Congleton.

Garden City, Kan.—Otto Weiss of Wichita will build an alfalfa mill at this station.

Pratt, Kan.—The Kansas Flour Mills Co. is operating the Bowen elvtr. this season.—M.

Le Loup, Kan.—W. A. Jarbou contemplates the erection of an elvtr. at this point.

Wellington, Kan.—New boilers are being installed in the plant of the Aetna Mill & Elvtr. Co.

Iuka, Kan.—Chas. Lorenz will be mgr. of the East Elvtr. of the Kansas Mlg. Co. at this station.

Protection, Kan.—Ben E. Schmoker of Wakita, Okla., is now with the Miller Grain Co. at this point.

Otego, Kan.—M. H. Bunker has built an addition to his elvtr. and covered the entire building with iron.—M.

Effingham, Kan.—The recently organized Farmers Elvtr. Co. has taken over the elvtr. of W. R. Smith.

Gerardy, Hanover p. o., Kan.—Emil Lehman has bot F. L. Ferguson's elvtr. at this station and will operate it.—M.

Plainville, Kan.—The Topeka Grain Co.'s elvtr. was struck by lightning recently. But little damage was done.—M.

Rossville, Kan.—C. E. Fritz has purchased the J. C. Bradley Elvtr. at this station and is now operating it.—M.



Acme, Kan.—The Acme Grain Co. has let contract to E. Lee Heidenreich & Sons for a 130,000-bu. concrete addition to its elvtr.

Pratt, Kan.—Geo. R. Smith is dismantling his old elvtr. and has purchased the Farmers Union Grain & Coal Co. Elvtr.—M.

Millerton, Kan.—C. C. Smith of Conway Springs has bot an elvtr. here and will take it down and rebuild at another point.

Sylvan Grove, Kan.—The Farmers Elvtr. Co. has built a detached concrete power house and installed a 15-h.p. oil engine.—M.

Atchison, Kan.—Mrs. Harriet Crowell Baker, widow of F. M. Baker, widely known to the grain trade, died July 1, at the age of 44.

Detroit, Kan.—C. F. Klammer and I have leased the elvtr. of W. J. Lexow and are operating as the Detroit Elvtr. Co.—A. C. Long.

Coldwater, Kan.—E. L. Rickel, formerly buyer for us at Ashland, is now mgr. for P. A. Johnson at this station.—The Millers Grain Co.

Claffin, Kan.—The plant of the Claffin Mill & Elvtr. Co. has been closed for repairs and improvements. New machinery will be installed.

Harveyville, Kan.—Since the elvtr. at Osage City burned, I will make my headquarters here.—F. B. Bonebrake of the Bonebrake Elvtr. Co.

De Soto, Kan.—I have bot Mr. Anderson's interests in the Gardner-Anderson Grain Co. and will operate as the De Soto Elvtr. & Feed Mill.—Z. Gardner.

Hutchinson, Kan.—The new company organized by Geo. Noll, A. L. and J. P. Hausam to do a general grain commission business, will operate as the Central Grain Co.

Stark, Kan.—L. G. Murray's elvtr., office and grain warehouse were totally destroyed by fire the afternoon of June 21. Fire was caused by R. R. spark lighting on the shingle roof.—M.

Shook, Kan.—I am still mgr. for the W. M. Barber Grain Co. at this station but I have bot the elvtr. of J. F. Hazel at Cheyopa and Mr. Hazel is my mgr. for the present.—G. W. Pratt.

Minneapolis, Kan.—Ed Wood has re-entered the grain business, having formed a partnership with the C. E. Robinson Grain Co. of Salina and is now operating the old Wood Elvtr. at this station.

Topeka, Kan.—The grain grading commission, composed of A. T. Rogers of Beloit, A. C. Bailey of Kinsley and J. B. Nicholson of this city, will meet July 29 to fix the grades for the coming year.

Leavenworth, Kan.—Two storage warehouses of Ashby & Son, grain dealers, burned at 3 p. m. June 25; loss \$10,000. Negro boys built a bonfire near the plant and the flames spread to the buildings.

Vine, Kan.—P. D. Rice is no longer in the grain business at this station. There are no elvtrs. here and the 10 or 12 cars of grain shipped out are bot and loaded from wagon to car.—F. H. Beickley, agt. A. T. & S. Fe.

Blue Rapids, Kan.—The Farmers Grain & L. S. Co. is now being organized at this station and has bot the elvtr. of Saville & Huxtable on the U. P. R. R. We will open for business July 14 and I will be in charge.—W. F. Peacock.

Wellington, Kan.—I have leased the elvtr. of the Wichita Mill & Elvtr. Co. at this station and am the only regular dealer here. P. M. Shield & Co., C. & J. M. Strong and Singly Bros. are scoop, shovelers here.—J. L. Brooks.

Local meetings of the Kansas Grain Dealers Ass'n were held by Sec'y Smiley at Downs, June 17; Phillipsburg, June 18; Superior, Neb., June 19; Clyde, Kan., June 20; Marysville, June 25; Fairbury, June 26, and St. Joseph, Mo., June 27. The meetings were well attended by those locally interested. Sec'y Smiley told of the successful fight made by the Kansas Grain Dealers Ass'n against the state grain inspection law.

Marysville, Kan.—The Marshall County Grain Dealers Ass'n held a meeting June 25, with Sec'y Smiley of the State Grain Dealers Ass'n in charge. Matters pertaining to the handling of grain, grain inspection and crop conditions were discussed.

Barnes, Kan.—I have exchanged my elvtr. for a stock of merchandise, making the transfer July 1. I have possession of the elvtr. with Mr. Mayes for one year and we will operate as the Popkiss & Mayes Grain Co., with J. I. Mayes as mgr. —W. R. Popkiss.

St. Francis, Kan.—In regard to building an elvtr., at our first meeting we agreed to build if the crops justified it, if not we decided to buy on track. Since then the small grain has been burnt up and a great deal of the corn. The law gives us a year to commence operations in and as soon as we have sold stock enuf we will build either on our own grounds or on the B. & M. right of way. When we do build the elvtr. it will be equipped with the latest machinery, including a level dump, hopper scale, cleaner, grinder, grader, and so on. We will also have a good sized pit in the elvtr.—John Myers, of the Farmers Elvtr. Co.

#### WICHITA LETTER.

L. H. Powell has been admitted to membership in the Board of Trade and P. J. Mullin has applied for membership, having bot the certificate of O. A. Boyle.—Jas. H. Sherman, sec'y.

J. H. Sherman was re-elected sec'y of the Board of Trade at a recent meeting of the directors and Roy Waltermire was again appointed chief weighmaster. Geo. Koch was elected treas.

The first new wheat to reach this market arrived June 25 and consisted of 2 carloads. One was consigned to Edward Kelly from Renfrow, Okla. It graded No. 4 and tested 55 lbs., selling at 88c K. C. to the Fort Worth Elvtrs. Co. The other car was consigned to the Woodside-Smith Grain Co., graded No. 3, tested 56½ lbs. and sold for 89½c, K. C., to the Kansas Flour Mills Co.

Receipts of grain at Wichita included 724,800 bus. of wheat, 211,200 of corn and 29,000 bus. of kafir corn; compared with 270,000 bus. of wheat, 127,200 of corn and 28,000 of kafir corn received during June, 1912. Shipments for the month included 236,400 bus. of wheat, 156,700 of corn and 24,000 bus. of kafir corn; compared with 90,000 bus. of wheat, 74,400 of corn and 30,000 bus. of kafir corn shipped in June, 1912.—Jas. H. Sherman, sec'y Board of Trade.

Edward F. Stimpson, deputy state sealer of weights and measures, and W. J. Crumbine recently made a two weeks tour of the wheat belt and Mr. Stimpson reports that defective scales in certain parts of the wheat belt are cheating the growers out of from 30 to 50 lbs. per ton. He says: "We found 40% of the scales examined showed grave discrepancies being from 30 to 50 lbs. out of the way. We condemned ¼ of those inspected and ordered them corrected before any additional grain was weighed. Last year the scales were in general good condition and few violations of the weight law were reported."

#### KENTUCKY.

Paris, Ky.—The plant of E. F. Spears & Son burned to the ground July 3.

Lexington, Ky.—W. P. Richardson has bot the grain business of Henry Voight.

Midway, Ky.—We are just completing our 20,000-bu. elvtr. and warehouse for feeds and seeds.—Cogar-Rumley Co.

#### LOUISIANA.

New Orleans, La.—The first car of new Texas oats to reach this market arrived June 9, consigned to the Benedict Commission Co. Shipment was made by A. B. Crouch, Temple, Tex., and oats were of fine quality of the red rust proof variety.

Exports of grain at New Orleans during June included 960,250 bus. of wheat, 212,737 of corn, and 10,645 bus. of oats; compared with 84,902 bus. of wheat, 211,136 of corn and 3,671 bus. of oats during June, 1912. Exports since Sept. 1, 1912, include 14,254,794 bus. of wheat, 4,053,615 of corn and 384,547 of oats; compared with 540,406 bus. of wheat, 3,708,220 of corn and 36,368 bus. of oats exported during the corresponding season of 1911-12.—W. L. Richeson, chief inspector Board of Trade.

#### MARYLAND.

Arcadia, Md.—Our new elvtr. will have a capacity for 5,000 bus. of wheat, and 4 cars of feed. It will be equipped with the latest and best machinery and will be up-to-date.—J. F. Armacost & Son.

Receipts of grain at Baltimore during June included 1,435,492 bus. of wheat, 320,061 of corn, 569,144 of oats, no barley and 60,287 bus. of rye; compared with 930,652 bus. of wheat, 235,941 of corn, 874,906 of oats, 2,851 of barley and 2,265 bus. of rye received during June, 1913. Shipments for the month included 1,925,927 bus. of wheat, 11,536 of corn, 32,550 of oats, no barley and 85,714 bus. of rye; compared with 1,410,765 bus. of wheat and 18,403 of corn, 844,570 of oats, no barley or rye shipped during June, 1912.—James B. Hessong, sec'y Chamber of Commerce.

#### MICHIGAN.

Bach, Mich.—This station is now a post office.

Ithaca, Mich.—Wallace Green is no longer mgr. of the Gleaners-Farmers Elvtr. Co.

St. Johns, Mich.—Geo. F. Dimond & Co. of Saginaw have bot the elvtr. and coal sheds of R. D. Bergin.

Perry, Mich.—The elvtr. of Stark & Co. was burned July 6. The fire spread to other property and caused a loss of \$200,000.

Nashville, Mich.—E. V. Barker bot the interest of W. Viemaster in the elvtr. of Viemaster & Martens and took possession June 28.

Muir, Mich.—The firm of Hawley & Stott was dissolved June 1 and has been succeeded by Stott & Danner, Emery S. Danner and myself being partners.—John U. Stott.

Lyons, Mich.—The firm of Hawley & Stott was dissolved Apr. 1, and has been succeeded by Hawley & Johnson, Arthur M. Johnson and myself being props.—John U. Stott.

Pinconning, Mich.—The elvtr. of the Farmers Elvtr. Co. will be enlarged. The company has increased its capital stock to \$30,000 and will spend \$10,000 in improvements.

Detroit, Mich.—We will move our offices from Battle Creek, Mich., to the Chamber of Commerce Bldg. in this city, July 14 and will continue to handle all kinds of cash grain as in the past.—McLane, Swift & Co., Battle Creek.

Grand Rapids, Mich.—The hay and grain office and warehouse of Lookholter & Greenburg were damaged to the extent of \$200, June 25. Loss on the stock is placed at \$250. The fire was caused by a spark from a passing Grand Trunk engine.

Receipts of grain at Detroit during June included 162,000 bus. of wheat, 137,800 of corn, 362,000 of oats, 5,000 of barley and 11,000 bus. of rye; compared with 113,000 bus. of wheat, 76,800 of corn, 191,950 of oats, 1,200 of barley and 5,000 bus. of rye received during June, 1912. Shipments for the month included 105,000 bus. of wheat, 59,620 of corn, 5,250 of oats, no barley and 4,600 bus. of rye; compared with 5,000 bus. of wheat, 50,420 of corn, 17,570 of oats, 1,759 of barley and no rye shipped in June, 1912.—M. S. Donovan, sec'y Board of Trade.



## MINNESOTA

Ivanhoe, Minn.—The Farmers Elvtr. Co. has disposed of its elvtr.

Madison, Minn.—M. R. Martin is now mgr. of the Madison Merc. & Elvtr. Co.

Blue Earth, Minn.—The elvtr. of the Farmers Elvtr. Co. is being taken down.

Myrtle, Minn.—The Farmers Elvtr. Co. has been organized with a capital stock of \$5,000 and will build an elvtr.

Dundee, Minn.—We have bot a wagon scale and also an automatic scale and will also repair the house.—Farmers Elvtr. Co.

Hartland, Minn.—We have sold our elvtr. to Frank Hurd of Columbus, Mont.—Wm. N. Harris with G. T. Harris.

Slayton, Minn.—H. C. Reed has succeeded Herman Koranski as sec'y of the Farmers Elvtr. Co.

Montevideo, Minn.—The elvtr. of the Empire Elvtr. Co. will be taken down and rebuilt at some other point.

Lester Prairie, Minn.—The Farmers Elvtr. Co. will install a dump scale, also a weighing out scale in the elvtr.

Hendrum, Minn.—The Farmers Elvtr. Co. contemplates the purchase of the elvtr. of the Minneapolis & Northern Elvtr. Co. at this station.

Lansing, Minn.—We are building a 20x36 ft. coal shed. We have had a successful business year.—A. E. Beadell, mgr. Farmers Elvtr. Co.

Wykoff, Minn.—We now operate three elvtrs. at this station and have just finished a very successful year.—W. O. Wilson, agt. Wykoff Shipping Ass'n.

Litchfield, Minn.—As the farmers who operated the Berkner Mill which recently burned have practically decided not to rebuild, the organization of a farmers elvtr. company is being agitated.

Wolverton, Minn.—I will be mgr. of elvtr. recently bot from the Minneapolis & Northern Elvtr. Co. which will be operated under the name of Lunde & Edenstrom.—Theo. Edenstrom.

Le Seur Center, Minn.—The elvtr. of the Commander Elvtr. Co. containing 15,000 bus. of grain, was struck by lightning June 25 and burned to the ground; loss \$20,000; fully covered by insurance.

Wheaton, Minn.—C. F. Clark, who has been traveling auditor for the Crown Elvtr. Co., has resigned and is now traveling solicitor for the Atwood-Larson Co. of Minneapolis and Duluth.

Sank Center, Minn.—A. L. Ingram has bot the elvtr. of the Minneapolis & Northern Elvtr. Co. at this station, for the Farmers Elvtr. Co. now being organized. The house will be remodeled and put into shape to handle the new crop.

Duluth, Minn.—The office of the Lake Shippers Clearance Ass'n in this city has been closed and the handling of the clearance on bonded grain for Winnipeg owners is now transacted thru the main office at Winnipeg.

Duluth, Minn.—Finley Barrell and Leo L. Schmied have been admitted to membership in the Board of Trade and C. H. Graves, F. R. Crumpton and R. R. McAuley have withdrawn from membership.—Chas. F. Macdonald, sec'y.

Red Lake Falls, Minn.—The organization of the Farmers Elvtr. Co. has been completed. Officers are Thos. Whalen, pres., L. Perrault, vice-pres., and J. A. Duffy, sec'y. A site will be secured at once for the erection of an elvtr.

St. Cloud, Minn.—The elvtr. of H. C. Ervins, containing 20,000 bus. of grain, was struck by lightning July 4, but the fire was quickly extinguished, the only damage being to the grain, which was badly hurt by water.

Duluth, Minn.—H. J. Labree, formerly foot trader for the Van Dusen-Harrington Co., and J. B. Becher, formerly associated with A. B. Wolvin, have formed a partnership and will operate as the Becher-Labree Co. Mr. Labree will represent the new firm on the floor of the Board of Trade.

Heron Lake, Minn.—The elvtr. of the St. John Grain Co. was struck by lightning at 3 a. m. June 26 and burned to the ground; loss \$15,000.

Receipts of grain at Duluth during June included 2,416,336 bus. of wheat, 173,194 of corn, 1,763,607 bus. of oats, 956,198 of barley and 126,104 bus. of rye, compared with 1,180,240 bus. of wheat, 7,936 of corn, 99,507 of oats, 14,236 of barley and 5,602 bus. of rye received during June, 1912. Shipments for the month included 4,194,209 bus. of wheat, 90,712 of corn, 1,987,071 of oats, 877,543 of barley and 120,305 bus. of rye; compared with 2,779,819 bus. of wheat, no corn, 1,342,276 of oats, 59,702 of barley and 4,184 bus. of rye shipped during June, 1912.—Chas. F. Macdonald, sec'y Board of Trade.

## MINNEAPOLIS LETTER.

Memberships in the Chamber of Commerce are being quoted at \$8,900.

The Chamber of Commerce membership of P. B. Getchell has been transferred to A. G. Tanton.

The offices of Turle & Co. have been moved from the Chamber of Commerce to the Flour Exchange Bldg.

F. E. Dunn, pit salesman for the Van Dusen Harrington Co. for the last 24 years, has resigned and is now salesman for Johnson, Case & Hanson.

V. E. Clifford, a resident of this city for the last 35 years, died July 1 at the age of 80. He was formerly in the grain business at Maiden Rock, Wis.

Grain receipts at Minneapolis elevators from Sept. 1 to July 8 total 190,244,370 bus., compared with 130,998,630 bus. for the same period in 1912, an increase of 59,745,740 bus. Grain received from Sept. 1 to July 8 follows: Wheat, 119,174,180 bus.; corn, 5,513,930 bus.; oats, 16,357,860 bus.; barley, 32,254,670 bus.; rye, 5,165,120 bus., and flax, 11,778,610 bus.

Paul Morris, formerly representing the Peavy Elvtr. Co. in this city and later the Globe Elvtr. Co. on the Board of Trade at Duluth, died recently in Milwaukee as a result of an injury received over a year ago. Mr. Morris was 30 years old and was well known to the grain trade of this city. He was also with the Itaska Elvtr. Co. at Duluth for a time.

Chas. F. Poehler, pres. and mgr. of the Pacific Elvtr. Co. and vice-pres. of the H. Poehler Co., died June 24 after an illness of only a week's duration, due to a heavy cold contracted on an automobile trip. Mr. Poehler was 45 years old and had lived in this city for the last 25, being closely identified with the grain trade during that time. He is survived by his widow.

## MISSOURI.

McBaine, Mo.—The Boone County Mlg. Co. is building an elvtr. at this station on a spur of the M., K. & T. R. R.

Urich, Mo.—The Graham Grain Co. has completed its new elvtr. and is now prepared to handle the new crop.—M.

Urich, Mo.—Farmers Elvtr. Co. incorporated; capital stock \$4,000; incorporators E. W. Hall, W. B. Collins and C. D. Hill.

Salisbury, Mo.—Farmers Elvtr. Co. incorporated; capital stock \$15,000; incorporators Henry Kressig, W. D. Wilson and Louis Glasson.

Clyde, Mo.—Proctor & Graham are erecting a portable elvtr. and steel bins. They will operate on the Wabash R. R.—J. J. Enis, agt. Wabash Ry. Co.

Drexel, Mo.—The report that a 50,000-bu. elvtr. wud be built at this station is incorrect. H. Reed of this city writes: Think there is a mistake about building of an elvtr. here; have heard nothing of it.

## KANSAS CITY LETTER.

Holdridge & Logan, grain receivers of 15 years standing, have dissolved partnership and closed their office.

Edward F. Leland has applied for membership in the Board of Trade, having bot the membership of P. P. Donahue.

The handling of grain on the river will be greatly increased this season, three new steel barges having been built for the Kansas City Boat Line. The line has also built a new wheat warehouse at Fuller's Landing, 86 miles below here and has remodeled the warehouses at Miami, 119 miles down the river.

Receipts of grain at Kansas City during June included 1,548,000 bus. of wheat, 1,652,500 of corn, 520,200 of oats, 21,000 of barley and 16,500 bus. of rye; compared with 436,800 bus. of wheat, 1,632,500 of corn, 283,900 of oats, no barley and 2,200 bus. of rye received during June, 1912. Shipments for the month included 1,670,400 bus. of wheat, 345,000 of corn, 200,600 of oats, 2,800 of barley and 1,160 bus. of rye; compared with 826,800 bus. of wheat, 1,440,000 of corn, 265,200 of oats, no barley and 2,200 bus. of rye shipped in June, 1912.—E. D. Bigelow, sec'y Board of Trade.

The first new wheat to reach this market was received June 19, the shipment consisting of a car soft winter wheat from the Cassity Grain Co. at Tonkawa, Okla., consigned to the Smith-Mann Grain Co., and a car of hard winter wheat from W. B. Johnson of Enid, Okla., consigned to the Thresher-Fuller Grain Co. The soft wheat graded No. 2, tested 59 lbs. and was excellent in quality and condition, being thoroly dry, with large, sound berries. The hard wheat graded No. 4, tested 53 lbs. and was unusually dry, containing considerable shriveled grain. It was sold to the Simonds-Shields Grain Co. for 85c, the soft wheat going to the Norris Grain Co. at 88c. Last season the first car arrived June 17, graded No. 3 soft, tested 53½ lbs. and sold for \$1.05.

## ST. LOUIS LETTER.

Henry M. Wise and Frank K. Houston have been admitted to membership in the Merchants Exchange and the memberships of Henry Schmitt, and G. W. Galbreath have been transferred.—Eugene Smith, sec'y.

The first car of new oats to reach this market arrived July 3 from the Clement Grain Co. of Waco, Tex., consigned to Connor Bros. The shipment graded No. 2 and was of fine quality, being sold for 46c to Collin L. Wright.

The Teichmann Com's'n Co. went out of business June 30. The company was one of the oldest grain com's'n firms in the city, having been established in 1857. W. E. Newman, for 20 years in the employ of the company, has formed a co-partnership with W. L. Malkemus, who was with the same company for 10 years, to conduct a brokerage business in brewers grain, malt, hops, etc. operating as Newman & Malkemus.

Receipts of grain at St. Louis during June included 1,219,452 bus. of wheat, 2,306,750 of corn, 1,756,100 of oats, 46,870 of barley and 8,800 bus. of rye; compared with 498,379 bus. of wheat, 2,346,970 of corn, 1,331,100 of oats, no barley and 4,400 bus. of rye received during June, 1912. Shipments for the month included 1,204,250 bus. of wheat, 1,246,350 of corn, 831,160 of oats, 1,250 of barley and 6,820 bus. of rye; compared with 498,940 bus. of wheat, 1,430,410 of corn, 1,014,930 of oats, no barley and 900 bus. of rye shipped in June, 1912.—Eugene Smith, Sec'y Merchants Exchange.

The directors of the Merchants Exchange on June 28 arranged with the regular elvtrs. on the Missouri side of the river to provide insurance on all deliveries made on July contracts, for a period of 15 days from and including the date of delivery, and also to carry the grain for a period not to exceed 15 days while necessary insurance is being arranged. The elvtr. interests also have agreed to not only protect the purchaser on all grain delivered by companies to themselves on July delivery, but to protect the person to whom the grain is delivered by others to the amount of 10% of the capacity of the house in which the delivery is



made. Grain that is to be delivered and which is ordered on immediately on notice of delivery also will be protected until loaded out or insurance can be obtained.

### MONTANA.

Hobson, Mont.—I have bot the interest of D. E. Brown in the Brown-Goodell Elvtr. Co. and will conduct the business in my own name.—H. T. Goodell.

Victor, Mont.—The Victor Warehouse Co. has been organized with E. I. Dean as pres., J. L. Carruthers, sec'y and H. A. Briggs, mgr. The new company is building a 28x50 ft. warehouse, costing \$800. It will be used for grain and fruit.

Cascade, Mont.—On June 3, our Elvtr. "B" was struck by lightning at 3 p. m. We were in the cupola 5 min. after the house was struck and with 2 buckets of water put out the fire that started in the roof where the bolt had torn a hole, inside of 10 min. The damage all told did not exceed \$25.—Cascade Mlg. & Elvtr. Co.

### NEBRASKA.

Elba, Neb.—A. W. Riness contemplates building an elvtr.

Silver Creek, Neb.—The Farmers Elvtr. Co. has been organized.

Sidney, Neb.—The C. W. Hornaday Mdse. & Grain Co. is a new company.

Franklin, Neb.—Mr. Rice of Bird City, Kan., has bot the elvtr. of C. W. Hevner.

Superior, Neb.—Elliott & Myers contemplate the erection of an addition to their elvtr.

Gothenburg, Neb.—E. G. West has let contract for extensive repairs on his elvtr. to W. H. Cramer.

Omaha, Neb.—The first car of new Nebraska wheat to reach this market was received July 5, grading No. 2 and testing 59½ lbs.

Scribner, Neb.—The Farmers Co-operative Merc. Co. has bot the elvtr. of the Farmers Grain & Stock Co., taking possession June 16.

Friend, Neb.—Wm. Burke or Burke & Mullin, widely known and liked by the grain trade, died June 25. Mr. Burke had been in the grain business at this station since 1879.

Lyons, Neb.—A. Moseman has bot the elvtr. and coal business of the McCaull-Webster Elvtr. Co. and will carry on the business as an independent dealer. The lumber business was taken over by the Little Lbr. Co. and J. Shumway & Son and the yard will be closed.

Edgar, Neb.—The loss on my elvtr. burned at 2:20 a. m., June 3, was fully covered by insurance, but I lost \$400 on the grain. I am now building a 20,000-bu. elvtr. on the old site, having let contract to G. H. Birchard. I have bot a portable dump and will buy grain as usual.—Lee Hill.

Receipts of grain at Omaha during June included 1,491,600 bus. of wheat, 2,175,600 of corn, 865,300 of oats, 32,200 of barley and 14,300 bus. of rye; compared with 303,600 bus. of wheat, 2,320,800 bus. of corn, 559,300 bus. of oats, 9,800 of barley and 3,300 bus. of rye received during June, 1912. Shipments for the month included 1,441,200 bus. of wheat, 1,570,800 of corn, 790,500 of oats, no barley and 27,000 bus. of rye; compared with 308,400 bus. of wheat, 2,109,800 of corn, 981,000 of oats, no barley and 5,000 bus. of rye shipped in June, 1912.—F. P. Manchester, sec'y Grain Exchange.

### NEW ENGLAND.

Warren, R. I.—John D. Peck has bot a tract of land adjoining his present property and will build an addition to his elvtr.

St. Albans, Vt.—The St. Albans Grain Co. has let contract to the A. E. Baxter Eng. & Appraisal Co. for an elvtr. to cost \$75,000.

Tyngsboro, Mass.—The elvtr. of Nelson & Perham, owned by A. A. Flint, burned June 16, the fire being caused by a locomotive spark on a shingle roof. The loss was covered by insurance and it is that that the plant will be rebuilt.

### NEW JERSEY.

Millville, N. J.—A. M. Niggen has let contract for an elvtr.

### NEW YORK.

Albany, N. Y.—L. Rodman Nichols contemplates the erection of an elvtr.

Buffalo, N. Y.—The grain com'te of the Corn Exchange is composed of G. F. Booth, H. S. Guthrie, S. M. Ratcliffe, E. Thomas and S. E. Provost. G. W. Bartlett, Hayden Newhall, and M. Purcell form the reference com'te.

New York, N. Y.—Thos. J. Grout, for 40 years a member of the Produce Exchange, died recently at the age of 80, after an illness of 2 years. Mr. Grout was for many years the official weigher of grain at the railroad terminals.

Southampton, N. Y.—Our 10,000-bu. elvtr. on the L. I. R. R. is completed and now in operation. The building is fireproof and is used for handling both grain and mill feed. W. D. Van Brunt is pres., W. S. White vice-pres. and W. R. Halsey sec'y-treas. of our company.—Southampton Coal & Produce Co.

Buffalo, N. Y.—Quarterly meetings will be held on the floor of the Corn Exchange from now on, the first meeting occurring on the evening of June 30. The proposed dredging of the Watson Elvtr. site and the enlarging of the entrance of the river, the building of new docks, etc., were the subjects discussed.

### NORTH DAKOTA.

Lankin, N. D.—The Farmers Elvtr. Co. has painted its elvtr.

Ray, N. D.—The 2d annual Grain Palace Festival was held July 3 and 4.

Edgeley, N. D.—The elvtr. office of the Dakota Grain Co. has been painted.

Lankin, N. D.—Farmers will build an elvtr. at a siding between this station and Adams.

Still sta., Wilton p. o., N. D.—The Wilton Elvtr. Co. will build an elvtr. at this station.

Norfolk sta., Guthrie p. o., N. D.—The Farmers Elvtr. Co. has been organized at this station.

Jud, N. D.—F. C. Rector has painted his elvtr. at this station.—A. G. Lundgren, agt. Thorpe Elvtr. Co.

Grand Forks, N. D.—The elvtr. of the Russell-Miller Mlg. Co. was twisted by a severe wind storm June 17.

Vashti sta., Pingree p. o., N. D.—The Star Elvtr. Co. has let contract for a 30,000-bu. elvtr. at this station.

Grandin, N. D.—We have bot the elvtr. of the Northwestern Elvtr. Co.—R. F. Gunkelman, mgr. Farmers Grain Co.

Walcott, N. D.—The elvtr. of the Northwestern Elvtr. Co. recently was struck by lightning and burnt to the ground.

Mott, N. D.—The Mott Equity Exchange Union has decided to either buy or build another elvtr. on the C. M. & St. P.

Hancock, N. D.—J. E. Harrington, formerly agt. for the Duluth Elvtr. Co. at Arvilla, has been transferred to this station.

Colfax, N. D.—Farmers Elvtr. Co. incorporated; capital stock, \$10,000; incorporators, E. L. Thoe, J. L. Hudson and Fred Dichraff.

Buttsville, N. D.—The elvtr. of the Farmers Elvtr. Co. was recently struck by lightning and badly damaged by the fire that followed.

Nortonville sta., Edgeley p. o., N. D.—F. C. Rector is building a 40,000-bu. elvtr. at this station.—A. G. Lundgren, agt. Thorpe Elvtr. Co., Jud.

Berlin, N. D.—I will take charge of the elvtr. of the Equity Elvtr. & Trading Co.—A. H. Freie, formerly agt. Andrews Grain Co. at La Moure.

Valley City, N. D.—The North Dakota Ass'n of Mgrs. of Farmers Elvtr. Companies will hold its summer meeting at Devils Lake, July 18 and 19.

La Moure, N. D.—I have not opened the elvtr. that I bot recently from the Andrews Grain Co. yet but expect to get going some time this month.—C. J. Alister.

Willow City, N. D.—The Heising Elvtr. now operated by the Barnum Grain Co., was struck by lightning, June 29, the cornice and the roof being slightly damaged.

Hansboro, N. D.—Peoples Trading Co. incorporated to deal in grain, hay, etc., capital stock \$25,000; incorporators L. P. McAneney, J. H. Brooks and Lewis Hendrickson.

Lankin, N. D.—Officers of the recently organized Ruzicka Elvtr. Co. are Frank Hodny pres., John Lala vice-pres., J. H. Vorachek sec'y and treas. and myself mgr.—John Ruzicka.

Regent, N. D.—The Empire Elvtr. Co. has torn down its elvtr. at Montevideo, Minn., and will rebuild it at this station. I will not work for them this season.—A. E. Swenson, agt at Montevideo.

Armourdale sta., Hansboro p. o., N. D.—Otto Pikkarainen agt. of Northland elvtr. Co. was operated upon for appendicitis June 27 at Minneapolis. He is rapidly recovering and expects to get back to work in a couple of weeks.

Minot, N. D.—Howard Elliott, for nine years with the Robinson Elvtr. Co., has resigned. Mr. Elliott was connected with the seed dept. of the company and has seen the business grow from a few bushels of millet seed to car lots.

Norton, N. D.—The Norton Grain & Merc. Co. has been organized at this station; capital stock \$50,000. The new company has let contract for a 35,000-bu. elvtr. and will rush it to completion in time for the new crop. A. G. Bylin is sec'y of the company.

Milnor, N. D.—The Farmers Grain & Trading Co. has just been organized with 20 stockholders, all farmers, and has rented the elvtr. of the Thorpe Elvtr. Co. for this year but may build next season on a site bot for that purpose. H. E. Wyum will become mgr. Aug. 1.

Garrison, N. D.—The elvtr. of J. A. Schauer, containing 900 bus. of flax and 500 bus. of wheat, was struck by lightning June 18, and burned to the ground. The fire had gained such headway when discovered that nothing could be saved. The loss amounts to about \$5,000 and is partly covered by insurance.

Fargo, N. D.—Representatives of farmers elvtr. companies held a meeting in this city July 2 and 3, for the purpose of forming a new state organization of farmers elvtr. companies and dealers. John Kennedy, member of the Grain Growers Grain Co. of Winnipeg and Sec'y McHugh of the Minneapolis Chamber of Commerce, were speakers at the convention.

Harmon, N. D.—The Occident Elvtr. Co. has bot the elvtr. of the W. T. McConnell Elvtr. Co. and will overhaul it and install a new engine, new cups and a Foss-ton Cleaner. I will relieve our agt., F. F. Frolich at Dickinson for a time but will return and take charge here. Our house at this station burned June 19.—F. V. Thomas, agt. Occident Elvtr. Co.

### OHIO.

Cheshire, O.—The Cheshire Mlg. Co. incorporated; capital stock \$25,000.

Antwerp, O.—The Farmers Elvtr. Co. will install new belting, a car loader and corn cleaner.

Leipsic, O.—I have sold my elvtr. to Hirsch Bros. Grain Co. and they took possession July 5.—Andrew Ringlein.

Toledo, O.—Chas. W. Mollet, who has been seriously ill for some time, has fully recovered and is again on 'change.

Milford Center, O.—The Ohio Grain Elvtr. Co. incorporated; capital stock \$25,000; incorporators H. P. Clouse and others.

Toledo, O.—Chas. Rockwell of Mt. Vernon, N. Y., has bot the hay business of Fred W. Lipe & Co. Work has been started on the company's new plant in this city.



Bloomdale, O.—I expect to install a new corn sheller and a cleaner. Am building a 32x48 ft. addition to my elvtr.—L. R. Good.

Lima, O.—I have bot the elvtr. of the Douglas Grain & Hay Co. and will take possession July 14. I will raze everything and build a new plant at once.—Andrew Ringlein.

Anna, O.—I have taken J. A. Manning, who was mgr. in my store for 27 years, into partnership in the elvtr. business and we will operate as Finkenbein & Manning.—L. Finkenbein.

Okolona, O.—The Okolona Grain & Stock Co. will spend \$3,000 on the remodeling of its elvtr. built about a year ago. New machinery will be installed. The Burrell Engineering & Constr. Co. will do the work.

Pleasantville, O.—We sold our interest here to E. L. Troup, our partner, and he takes in B. S. Hempy who was formerly in business at Pickerington and also here. They will continue to operate as the Pleasantville Mill Co.—North Bros.

Hartsburg, no p. o., O.—W. H. Hill of Oakwood, recently bot the elvtr. of John Wickenhiser & Co. at Melrose and will move it to this station. Mr. Hill says: I am pushing the work as fast as possible and hope to have the house ready for harvest.

A "Pre-Harvest Hay and Grain Trade Conference" has been suggested by T. P. Riddle of Lima, who is taking a vote of the trade as to their choice of the Cedar Point, Toledo or Lima as the place of meeting on July 28 or 29. Mr. Riddle also is promoting several preliminary trade conferences to consider local conditions.

Bellevue, O.—We have bot the elvtrs. of the W. H. Gardner Grain & Mill Co. at Omar, Frank sta., Flat Rock p. o., Colby and Flat Rock, taking possession July 1. Our officers are Irvin T. Fangboner, pres., C. B. Dillon, sec'y, C. E. Patterson, mgr. grain dept. and F. J. Kurtz, supt. There will be no new equipment or improvements necessary for the present.—The Irvin T. Fangboner Co.

## CINCINNATI.

Weber Hay & Grain Co. incorporated; capital stock, \$20,000; incorporators M. A. Webber and others.

Ohio and Indiana will have three times as much wheat this year as last and it will be of better quality. Prices will probably be lower.—John Dorsel, Dorsel Mlg. Co.—S.

McQuillan & Co. received the first consignment of new Indiana wheat and sold it to the Dorsel Mlg. Co. for 91c. It tested 59 lbs. Last year the first wheat arrived a week earlier and sold for \$1.11.—S.

At a recent meeting of the traffic branch of the Chamber of Commerce, the members unanimously opposed the request of the railroads for a resolution from the exchange endorsing the carriers' request for an increase of 5% in freight rates.

All indications point to cheaper wheat in Cincinnati as soon as the new wheat crop begins to move, according to many members of the trade. Members of the trade placed up large lots of new wheat over the "Call" board, offering it at 89½c a bu.—S.

In the report of the Council of Grain Exchanges convention in Cincinnati last month it was inadvertently stated that the supper Monday evening, June 16, was given by the Traffic Branch of the Business Men's Club, whereas it shud have read Traffic Branch of the Chamber of Commerce.

Numerous members made every possible effort to establish the first sale on the new trading floor, but the honor was given to the oldest member as well as the oldest grain dealer in Cincinnati, James A. Loudon. Mr. Loudon sold a car of oats to Edward Richter at 39½c, which marked the first sale on the new exchange floor.—S.

Thirty-four cars of wheat were received in Cincinnati during the past two weeks as compared with 42 cars during the two previous weeks. Most of this has been shipped to Southern markets. Local millers are not buying very freely as they are awaiting the most probable break in the market when new wheat arrives.—S.

Some samples of new wheat were received on 'Change this week, marking the first appearance on this market. It was received by Edward Richter, and the quality was most excellent. Mr. Richter says within 10 days this market will begin to get large carlots of new wheat, and that the crop around this section looks most promising, or better than for a great many years.—S.

A great many members of the grain and hay trade are beginning to make preparations to get quarters in the new 34-story building occupied by the Chamber of Commerce. Three firms have already moved into the new structure, McQuillan & Co., Edward Richter & Co., and Max Blumenthal. This places the members of the trade right in close touch with the trading room.—S.

Receipts of grain at Cincinnati during June included 253,127 bus. of wheat, 676,356 of corn, 656,562 of oats, 7,010 of barley and 11,800 bus. of rye; compared with 145,726 bus. of wheat, 809,110 of corn, 309,099 of oats, 2,000 of barley and 14,884 bus. of rye received during June, 1912. Shipments for the month included 109,299 bus. of wheat, 348,520 of corn, 448,858 of oats, 1,235 of barley and 5,234 bus. of rye; compared with 129,000 bus. of wheat, 247,568 of corn, 79,353 of oats, no barley and 1,075 bus. of rye shipped in June, 1912.—Wm. Culkins, supt. Chamber of Commerce.

The new home of the Cincinnati Chamber of Commerce was dedicated with all pomp and ceremony, June 25 and 26. Mayor Hunt set the two days aside as holidays and the whole city helped in the celebration, which started with a parade with 1,500 marchers in line, headed by the police and fire depts. of the city. Ex-pres. ident Wm. H. Taft was the orator of the day and made a pleasing and interesting speech dealing with the great value of commercial organizations to the business interests of the United States and the world at large. The ceremonies were concluded by the unveiling of a bronze tablet in the new exchange hall and the formal dedicating of the quarters to the purposes for which the exchange exists. The banquet at the Sinton Hotel June 26 was a fitting close to the occasion. The diners were addressed by Levi C. Goodale, chairman of the com'te, Mayor Hunt and Governor Cox, Albert Bettinger, vice-pres. of the Ohio Valley Improvement Ass'n and Jos. E. Davies.

## OKLAHOMA.

Boynton, Okla.—I have retired from the grain business.—P. B. Wolfinger.

Clyde, Okla.—The Millers Grain Co. has bot the elvtr. of the Farmers Elvtr. Co.

Ketchum, Okla.—The Schloemer Elvtr. Co. has commenced to excavate for its new elvtr.

Britton, Okla.—The Smith Grain & Elvtr. Co. has been out of business for some time and the elvtr. has been moved away.—W. M. Shore.

Blackwell, Okla.—W. A. Hays and Jesse Vandenberg have formed a partnership and will conduct a general grain business in this city.

Strang, sta., Salina p. o., Okla.—Strang Mill & Elvtr. Co. incorporated; capital stock \$10,000; incorporators J. D. Kelley, D. A. Reese and G. A. Lyman.

Guthrie, Okla.—Paul McNeal, former owner of the Guthrie Mlg. Co., pleaded not guilty to the charge of violating the state grain laws. He was tried on 3 charges of short weighing July 8 and 9 and two additional counts were continued until the fall term of court.

Carmen, Okla.—The Schubert-Meier Grain Co. is dismantling its mill and will remodel it into an elvtr.—M.

Amorita, Okla.—We are building a 14,000-bu. elvtr., equipped with 6-h.p. gasoline engine, Howe Hopper and Wagon Scales.—Frank Loesee, mgr. Farmers Federation Elvtr.

Woodward, Okla.—Members of the grain trade held a meeting in this city June 20 for the discussion of the crops, market conditions, etc. O. W. Cox and Sec'y Frouty of the Oklahoma Grain Dealers Ass'n were in charge.

Ponca City, Okla.—Our loss in the burning of our plant June 16, is of course a heavy one, altho about as light as could possibly be expected under the circumstances, for the fire made a clean sweep of our property here. Our insurance covered as well as possible and fully on stock. The insurance was with the mutual companies and the adjustment, of course, a satisfactory one. We are commencing the erection of a 50,000-bu. elvtr. on the old site—Pond Creek Mill & Elvtr. Co., G. M. Lowry, sec'y.

## PENNSYLVANIA.

Landisville, Pa.—L. H. Nolt & Bro. have bot the elvtr. of Ezra Miller.—A. H. Hoffman.

Womelsdorf, Pa.—Wm. S. Filbert, senior member of Filbert Bros., died recently at the age of 79.

Avon, Pa.—We have rebuilt our grain warehouse and have a capacity of 20,000 bus. We have installed cleaning and elevating machinery. The old house burned Nov. 24, 1912.—Chas. Z. Weise.

Pittsburg, Pa.—While it is true that a company has been organized to build hay warehouses and transfer sheds, the fact that the Penna. Lines cancelled the transit privileges of all hay warehouses on their lines, and the proposed switching charge of \$3.00 to and from hay sheds, has put a damper upon this enterprise.—J. W. Smith & Co.

Pittsburg, Pa.—The annual outing of the Hay & Grain Exchange was held July 9 at the private country home of Frank McComb. The com'te on arrangements was John Dickson, chairman, Wm. Leubin, Jos. McCaffrey, A. J. Gosser and A. H. Sunshine, under whose direction an old fashioned lunch was served. A baseball game between nines from the hay and the grain trades was a feature of the day. The trip was made in automobiles.

## PHILADELPHIA LETTER.

Rogers & Boyd of Mount Holly, N. J., have been admitted to membership in the Commercial Exchange.—C.

Application for membership in the Commercial Exchange has been made by J. W. Sparks & Co., grain commissioner merchants.—C.

Isaac S. Stover, one of the first members of the Commercial Exchange, was married June 24 to Mrs. Jane K. Johnson. Mr. Stover, altho 62 years old, is still an active member of the grain trade.—C.

Never before has there been so urgent demand for docking accommodations, and local grain men are of the opinion that Philadelphia is about to become the greatest grain shipping port in the world.—C.

Sparks from a skyrocket set fire to the stables of J. H. W. Walter & Co., July 4, entailing a loss of several thousand dollars and causing the death of 25 horses. A large amount of grain, hay and feed was also lost.

Grain merchants are more than pleased that the city authorities and the Belt Line railroad interests are now working together on the proposed extension of that system and regard it as a most important forward step.—C.

The special grain com'te of the Commercial Exchange, headed by Herbert Bell, has been in conference with Pres. Wilson and the tariff com'te making a successful effort to bring about a parity in the duty on wheat and flour.—C.



The Vare Bill, carrying an appropriation of \$1,000,000 to be used to improve the harbor facilities of the Delaware and Schuylkill rivers, has passed the house and gone to the Governor for signature. It provides for the appointment of an engineer at a salary of \$4,000 a year to co-operate with the director of wharves and docks. When the needed improvements have been made, this port will be able to accommodate the largest vessels afloat. More ships will be brought to Philadelphia as a number of steamship companies have expressed the desire to enter this port if the proper facilities could be had.—C.

## SOUTH DAKOTA.

Canastota, S. D.—J. J. Mullaney has bot the elvtr. of J. P. Schaller & Co., and is in possession.

Montrose, S. D.—The elvtr. of the Farmers Elvtr. Co. is being overhauled and new machinery installed.

Hazel, S. D.—The Farmers Elvtr. Co. has taken over the elvtr. of Herman Abraham and now operates two houses at this station.

Willow Lake, S. D.—Farmers living near the Gt. Nor. R. R. are said to be interested in the organization of a second farmers elvtr. company to build an elvtr.

Baltic, S. D.—We will install another Hall Distributor in one of our elvtrs., paint both houses and make other repairs, spending about \$500.—E. J. Oyan, mgr. Farmers Elvtr. Co.

Canton, S. D.—I am on the road for C. H. Thayer & Co. of Chicago, traveling South Dakota, southwestern Minnesota and northwestern Iowa and will make this my headquarters.—Albert L. Charrlin, formerly at Vermillion.

Wetonka, S. D.—The elvtr. of the Ferguson Elvtr. Co. burned at 12 p. m., June 25. The blaze had made such headway when discovered that nothing could be done to save the house. Several thousands of bus. of grain were burned, the loss being partially covered by insurance.

Plankinton, S. D.—In spite of the efforts of the mgr. of the line elvtr. at this point, the new elvtr. of the Farmers Elvtr. Co. has been completed. The controversy arose over the old state law prohibiting the erection of an elvtr. within 100 ft. of another elvtr. and the matter was taken into the courts, where the judge decided in favor of the farmers' company on the ground that the line company had not given the defendants legal notice of the provisions of the law regulating the construction of elvtrs. The Younglove Constr. Co. had the contract for the new house.

## SOUTHEAST.

Sisterville, W. Va.—A warehouse of Lazear Bros. containing considerable feed and grain, collapsed June 12 and is a total wreck.

Jacksonville, Fla.—The J. F. Horne Co. incorporated to deal in grain, hay, etc.; capital stock \$10,000; incorporators J. F. Horne, Geo. W. Kennedy, J. H. Flowers and others.

Savannah, Ga.—Walter R. Davis has been chief inspector of hay and grain at this place for 15 years. All hay is unloaded at this market before inspection and car door inspection is never accepted. Hay may be stored in the unloading sheds at the rate of 1½¢ per cwt. for the first week and ¼¢ for each succeeding week thereafter.—S.

Richmond, Va.—The following directors of the Grain Exchange were elected July 1, at the annual meeting of the exchange: W. F. Richardson, Jr., W. D. Saunders, N. R. Savage, Edward Alvey, Thomas L. Moore, C. W. Wingfield, H. W. Wood, S. T. Beveridge, George R. Cary, Y. E. Booker is sec'y. Receipts of grain for the year included 1,329,190 bus. of wheat, 1,983,759 of corn, 4,617,083 of oats and 143,065 bus. of rye.

Vicksburg, Miss.—W. O. Worrell & Co. announced June 24 that they would make an assignment. The firm's liabilities are placed at \$15,000 and its assets at \$10,000. Wm. Haworth was named as trustee. The firm has been in the grain business since 1866.

## TENNESSEE.

Nashville, Tenn.—The decision of the U. S. Supreme Court in the now famous transit case, has again been postponed, the court having adjourned until October without taking action in the matter.

## TEXAS.

San Antonio, Tex.—The Jos. Courand Grain Co. is selling out.—Gunter Mlg. Co.

Frisco, Tex.—The plant of the Frisco Mill & Elvtr. Co. is being overhauled and new machinery will be installed.

Sherman, Tex.—The Sherman Mill & Grain Co. has filed an amendment to its charter, changing the name to the Gladney Mlg. Co.

Fort Worth, Tex.—The first car of new wheat to reach this market arrived June 16, grading No. 2 red and weighing 60 lbs. to the bus.

Krum, Tex.—The elvtr. of R. L. Cole burned July 1 and 15,000 bus. of wheat in the tanks was badly damaged; loss \$10,000; partly covered by insurance.

Commerce, Tex.—J. R. Smith has resigned as mgr. of the Commerce Mlg. & Grain Co. and is now ass't mgr. of the Greenville Flour Mills at Greenville, Tex.

Texarkana, Tex.—The plant of the J. T. Stark Grain Co., recently operated by the Gaines-Ramage Co., was sold at public auction June 26 to J. E. Mugge of San Antonio.

Fort Worth, Tex.—Cooper Bros. & Smith of Rio Vista, Tex., and Lawrence Bros. of Bartlett, Tex., have been admitted to membership in the Texas Grain Dealers Ass'n.—H. B. Dorsey, acting sec'y.

Temple, Tex.—The A. B. Crouch Grain Co. shipped a train of 38 cars of new Texas oats to New Orleans, La., during the week of June 23, the shipment being valued at \$23,000. On July 3 the company shipped a train of 58 cars, containing 60,000 bus. and valued at \$27,000. The oats are of even weight and excellent quality. A third train will be sent next week.

Exports of grain at Galveston during June included 365,270 bus. of wheat, no corn and 9,722 bus. of kafir corn; compared with no exports during June, 1912. Exports since Sept. 1, 1912, include 11,243,084 bus. of wheat, 197,223 of corn and 439,494 bus. of kafir corn; compared with 56,000 bus. of wheat, 10,000 of corn and 25,713 of kafir corn exported in the corresponding period of 1911-12.—John H. Upschulte, chief inspector Board of Trade.

## WASHINGTON.

Colton, Wash.—We are now building our elvtr.—Fred Reif, mgr. Farmers Union Warehouse Co.

Waitsburg, Wash.—J. E. McAlpine has resigned as mgr. of the Farmers Union Warehouse Co.

Tacoma, Wash.—R. B. Jarboe of Davenport has been appointed state grain inspector to succeed C. J. Holtz.

Vancouver, Wash.—The Vancouver Flouring Mills Co. will build a 30,000-bu. elvtr. at its plant for wheat storage.

Plaza, Wash.—The Spokane County Farmers Union has adopted a resolution favoring the handling of grain in bulk.

Davenport, Wash.—We are now building a 30,000-bu. concrete elvtr. for the handling of bulk grain, arranged so that we can add concrete storage tanks at any time. We are also building a sack warehouse as an annex to the elvtr., 50x60x16 ft.—Almer McCurtain, mgr. Davenport Union Warehouse Co.

Tacoma, Wash.—The Tacoma Grain Co. will build a 6-story grain warehouse on the water front, the building to be 80x100 ft. and to be completed in time for the new wheat crop.

Spokane, Wash.—The Spokane Grain Co. has filed a protest with the city council against the proposed increase in the long distance rates of the Pacific Telephone Co., effective July 16.

Odessa, Wash.—The Odessa Union Warehouse Co. has bot the elvtr. of J. V. Schatz on the Gt. Nor., paying \$7,500 in cash. A warehouse of the company at Batum, valued at \$3,500, was included in the deal as part of the purchase price.

## WISCONSIN.

Black River Falls, Wis.—A farmers elvtr. company is being organized.

Cedar Grove, Wis.—I am going out of the grain business.—John Van De Wall.

Sauk City, Wis.—We have succeeded F. Maegerlein & Son.—Maegerlein & Greier.

Forestville, Wis.—The elvtr. of the Cargill Elvtr. Co. has been closed for the season.

Cedarburg, Wis.—W. P. Jochem has discontinued business at this point.—J. H. Dunne.

Mondovi, Wis.—The elvtr. of the Cargill Elvtr. Co. was struck by lightning June 27 and is a total loss.

## MILWAUKEE LETTER.

The P. C. Kamm Co. has succeeded P. C. Kamm & Co.

The C. E. Dingwall Co. has moved its offices to the Germania Bldg.

Chas. Thompson and Wm. F. Fraser have been admitted to membership in the Chamber of Commerce and the membership of W. D. Anderson has been transferred.—H. A. Plumb, sec'y.

Mrs. Frances H. Langston, mother of the wife of Sec'y H. A. Plumb of the Chamber of Commerce, died recently at the age of 71. Mrs. Langston was the wife of the late Wm. J. Langston, for more than 40 years sec'y of the exchange.

Members of the Chamber of Commerce have been notified by the mgr. of the freight bureau of the exchange, that receivers of grain must deliver all switching or re-consigning orders to railway clerks on Saturday of each week between 12:30 and 1:30 p. m., in the gallery. The C. & N. W. orders no cars loaded for points off its own line.

Receipts of grain at Milwaukee during June included 520,950 bus. of wheat, 1,266,145 of corn, 1,911,600 of oats, 1,445,600 of barley and 116,600 bus. of rye; compared with 502,640 bus. of wheat, 1,210,320 of corn, 1,062,800 of oats, 270,400 of barley and 89,100 bus. of rye received during June, 1912. Shipments for the month included 181,509 bus. of wheat, 586,420 of corn, 996,557 of oats, 320,400 of barley and 77,700 bus. of rye; compared with 31,550 bus. of wheat, 696,311 of corn, 656,810 of oats, 72,700 of barley and 31,482 bus. of rye shipped during June, 1912.—H. A. Plumb, sec'y Chamber of Commerce.

When the Berger-Crittenden Co., of which I was vice-pres., concluded to discontinue business, I took over the entire receiving and shipping business. I will conduct the shipping business under my own name but the receiving end will be conducted as the Buerger Com's'n Co., of which Bert Buerger is pres., A. J. M. Riebs, vice-pres., Chas. Coughlin, sec'y, and myself, treas. Mr. Buerger handled the receiving business of Berger-Crittenden Co. for many years and will continue as head of the new company, taking care of the barley and rye. Mr. Coughlin, who has also been connected with the Berger-Crittenden Co., for many years, will handle all other grains.—J. M. Riebs, Jr.—B.



## Feedstuffs

San Francisco received 855 tons of bran in June compared with 462 tons received in June, 1912.

Joseph E. Lawther, Dallas, Tex., has registered "Queen of Dixie" as a trademark for his line of chicken feed.

State Chemist W. J. Jones, Jr., Indianapolis, Ind., has issued additional regulations covering the enforcement of the Indiana feedingstuffs law.

Kansas City received 820 tons of bran during June, 1913, compared with 1,040 tons received in June, 1912; and shipped 8,720 tons compared with 4,000 tons shipped June, 1912.

Peoria received 6,955 tons of feed during June and shipped 8,565 tons; compared with 2,193 tons received and 3,209 tons shipped during June, 1912.—John R. Lofgren, sec'y. Board of Trade.

Baltimore received 1,375 tons of feed during June and shipped 326 tons; compared with 1,038 tons received and 126 tons shipped during June, 1912.—James B. Hessong, sec'y Chamber of Commerce.

Milwaukee received 12,640 tons of feed during June, and shipped 18,923 tons; compared with 14,170 tons received and 21,706 tons shipped during June, 1912.—H. A. Plumb, sec'y Chamber of Commerce.

The Interstate Cottonseed Crushers Ass'n at its annual convention June 23, 24 and 25 at Chicago, elected officers as follows: Pres. M. E. Singleton, St. Louis; Vice-Pres., C. L. Ives, New Bern, N. C.; and Sec'y, Maj. Gibson, Dallas, Tex.

HAVANA received between June 18 and 23rd 22,343 sacks of corn, 300 sacks of cornmeal, and 20,008 sacks of oats from American ports, according to a statement prepared by Emile Lecours.

## RUSSIAN DURUM WHEAT.

Of the 70 to 80 different varieties of durum wheat which have been imported by the U. S. Dept. of Agriculture, the Russian varieties Kubanka and Arnautka have in general been found superior to all others.

These two varieties are quite similar in appearance, having long yellowish beards and smooth yellow chaff with the grain a clear amber color and very hard. As will be seen in the engraving, the head of the Kubanka, Fig. 1, is shorter and broader and the grain is also shorter and plumper; but in the field the difference is so small that it is hard to distinguish the one from the other.

The Kubanka durum has been found best adapted to the drier parts of the Western states; whereas in the more humid regions the Arnautka, Fig. 2, is the better variety. Tests in North and South Dakota indicate the superiority of the Arnautka durum for the eastern parts of these states and the adjacent portion of Minnesota.

The Arnautka variety is usually more rust resistant than the Kubanka, which probably accounts for its greater success in the eastern parts of the Dakotas, where rainfall and rust infection are greater than farther west. As with all durum wheat, these Russian varieties are drought resistant and are not adapted for growing where rain is plentiful or the dews are heavy.

RATS are sometimes an expensive pest around cribs and elevators. The U. S. Dept. of Agriculture, in Farmers' Bulletin No. 369, entitled "How to Destroy Rats," gives the best advice obtainable on this subject. The bulletin recommends the construction of rat-proof buildings, systematic destruction of rats by poisoning, trapping and hunting, and the keeping of good rat dogs. Rats are prolific breeders, raising from fifty to sixty young every year. They do enormous damage and are carriers of dangerous diseases. The elevator man is particularly likely to suffer from rats and should be especially active in killing them.



Heads of Durum Wheat; (1) Kubanka, (2) Arnautka After Salmon Farmers Bulletin 534, U. S. Dept. of Agriculture.

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# Seeds

Timothy seed and hay will be very light here.—J. F. Coontz, Vandalia, Mo.

Timothy seed 50% of a normal crop in the vicinity of Osceola, Ia.—Curnes, Eddy & Co.

The Mooney Seed Co., Ltd., Regina, Sask., increased its capital stock from \$100,000 to \$200,000.

The Albert Dickinson Co. is considering the erection of a large seed cleaning plant at Buffalo, N. Y.

Will be no clover or timothy seed here.—John E. Cook, Cook Grain, Feed & Supply Co., Dillsburgh, Pa.

The Crumbaugh-Kuehn Co., Toledo, O., moved its offices July 1 from the Produce Exchange Bldg., to its new warehouse.

In order to fight the alfalfa weevil the U. S. Bureau of Entomology is searching Nevada and Utah for some native enemy of the weevil.

Kenton, O., July 5.—Clover looks O. K. altho we hear complaints of alsike being blasted because of too much dry weather.—J. B. Seymour.

The Lake Shore Seed Co., Dunkirk, N. Y., suffered a \$100,000 fire loss when its plant burned recently. They will rebuild. The plant was insured for only \$32,000.

Kansas City received 223,300 bus. of kafir corn during June, compared to 121,000 bus. received last year; and shipped 213,000 bus., compared to 172,000 bus. shipped last year.

Peoria received 60,000 lbs. of seeds and shipped 12,000 lbs. during June, compared with 30,000 lbs. received and none shipped during June, 1912.—John R. Lofgren, sec'y Board of Trade.

Chas. B. Pitzen was appointed chief seed inspector and weigher for the Toledo Produce Exchange, effective July 1. Mr. Pitzen has had seven years of experience as Chief Deputy Inspector.

Duluth received 806,229 bus. of flaxseed and shipped 1,380,811 bus. during June, compared with 362,134 bus. received and 508,474 bus. shipped during June, 1912.—Chas. F. McDonald, sec'y Board of Trade.

Toledo's charge of 4c per bag for weighing and inspecting seeds will hereafter be assessed against the buyer, instead of the man who ships the seed in, thereby relieving the country dealer of this expense.

Missouri on July 1 showed flax acreage 90%, compared with last year, and condition 84%. Broom corn acreage equaled 87% of last year, condition 82%, according to the monthly crop report of T. C. Wilson, Sec'y State Board of Agriculture, Columbia, Mo.

Efforts are being made by some of the agricultural colleges to get farmers to plant alfalfa instead of red clover. England is an old country and every acre of farm land there is utilized. In reply to the question which benefits the land most (alfalfa or red clover) a leading English seed house replies as follows: "We can state definitely, that on this side, the fertilizing properties of red clover, sown as a crop, to be plowed in after two years, are looked upon as far exceeding those of alfalfa. If we were sowing seed to keep the land in good condition, we would certainly give red clover the preference.—J. F. Zahm & Co.

Milwaukee received 39,260 lbs. of timothy seed and 14,400 bus. of flaxseed in June, compared with 5,900 lbs. of timothy seed and 30,000 bus. of flaxseed in June, 1912. Shipments equaled 99,135 lbs. of timothy seed and no flaxseed, compared with no shipments of these commodities in the preceding year.

After 21 years in the seed business in his own name, S. G. Courteen has incorporated the Courteen Seed Co. with himself as pres., F. W. Kellogg as vice-pres., and F. K. Moran as sec'y-treas., in order that the enlarging business may be more expeditiously handled.

Michigan clover showed a condition of 77 in the state, 70 in the southern counties, 76 in the central counties, 88 in the northern counties, and 105 in the Upper Peninsula, according to a crop report issued July 1 by Frederick C. Martindale, Sec'y of State, Lansing.

Minnesota Extension Bulletin No. 39 contains the new Minnesota seed law, which became effective July 1, together with suggestions to seed buyers and instructions in regard to the free seed tests. The execution of this law is placed in the hands of the University of Minnesota Farm Experiment Station, St. Paul, which will supply copies of the bulletin free.

A new variety of oats, known as O. A. C. No. 72, has been produced by Prof. Zavitz of the Ontario Agricultural College, which is claimed will yield 10 bus. per acre more than the Banner oat. It is thin hulled, medium early, and of medium weight per measured bushel. It was distributed among farmers two years ago, so that considerable seed will be produced next year.

The Montana quarantine against alfalfa seed coming from Utah, Bear Lake, Oneida and Bannock Counties, Idaho, and Uinta and Lincoln Counties, Wyoming, provides that all such seed shipped into the state will be seized and destroyed by state fruit inspectors unless accompanied by a certificate of fumigation. Alfalfa hay, forage crops of all kinds, and a number of other products are covered by the quarantine, which was issued by Gov. Stewart after a personal investigation in the quarantined districts by the State Fruit Inspector and the Superintendent of Farmers' Institutes.

Cincinnati received 34 bus. of flaxseed, 438 bags of clover seed, 2,720 bags of timothy seed, and 12,878 bags of other seeds, compared with 28 bus. and 400 bags of clover seed, 1 bag of timothy seed, and 3,759 bags of other seeds received last year. Shipments totaled no flaxseed, 556 bags of clover seed, 472 bags of timothy seed and 5,051 bags of other seeds; compared with 124 bus. and 482 bags, 107 bags and 8,605 bags, respectively, shipped last year. Broom corn receipts equaled 36,700 lbs. and shipments 5,000 lbs. during June of this year.—Wm. Culkins, supt. Chamber of Commerce.

Seeds like grain, are international propositions. Your county is but a fly speck upon the map of the world. Conditions vary in different countries. Use field glasses. This is a freak year. Outlook now is for a short crop of timothy seed and a large crop of clover and alsike. Much will depend upon the weather in the near future. Timothy seed continues the most popular. States near Toledo look bad. Northwest is still an open question. Iowa reports are mixed. Red clover is securing good start on a large acreage. Alsike acreage is large in the United States and in Canada.—C. A. King & Co.

Timothy futures are like clover. They are in prime seed, two and half bushels to the bag. The smallest trades are in fifty bag lots. October clover and futures beyond also August timothy and beyond require prime of the new crops to fill. Price is per bushel, not per hundred. Commission on timothy is one per cent on futures based on the selling price. On cash it is one and half per cent on car lots and two per cent on smaller. You can make and close the trade any day, same as grain. There is a time limit on the shorts, but none on the longs. Commission pays for both the buying and selling. It amounts to about two and half cents bushel on timothy and eight cents on clover at present prices. Margin is dollar bag kept good.—C. A. King & Co.

Ottawa, Ont.—Farmers in eastern Canada are suffering considerable loss thru the use of frosted seed oats. The oat crop in 1912 was inferior for seed, so that farmers were obliged to purchase a larger proportion of their seed than usual from seedsmen. The dealers in general carry No. 2 Canada Western and inferior grades of oats that have been officially graded for milling or feeding under the Canada Grain Act. Under the present conditions it is not possible to employ the Seed Control Act in a way to secure the purpose for which it is intended, for the simple reason that there is no adequate supply of clean, sound seed grain, particularly of seed oats, available to the retail seed merchant from whom the great bulk of the seed grain is obtained by the farmers who have to purchase their supplies. It is estimated that the total loss in the oat crop of eastern Canada due to the use of inferior frosted seed will amount to several per cent of the total value of the whole crop.—Geo. H. Clark, Seed Commissioner.

*Grain Dealers Journal:* Before leaving your great country (great in every sense of the word except antiquity), I wish to express thru the medium of your Journal (which I believe is the most widely read seed trade journal among the seed dealers) my appreciation and grateful thanks for the great kindness and generous hospitality extended to me by most of America's great seed merchants. It has afforded me the greatest pleasure to meet many men with whom I had corresponded and to meet here many I have had the pleasure of seeing in the Old Country. I hope to make the trip to this side again shortly. In the meantime I hope many of the men who have expressed a wish to visit Europe will do so and will devote a few days to visiting the Village of London, England, where our highest building would be a dwarf compared with many in almost every city I have visited. Many things impressed me, not the least of which was the good fellowship and friendly feeling that exists between the majority of the American wholesale seed merchants.—C. W. LeMay, London, Eng.

## From the Seed Trade.

ST. LOUIS, MO.—Prospects for the coming year considerably better than last year, altho the blue grass seed crop is light. Dry weather during May and June in this locality, but rains since then have improved the prospects materially, altho the prospects on timothy and red top are doubtful. Wheat and rye are good crops in this vicinity. Corn prospects are fairly good.—Chas. E. Prunty.

We think a great deal of the Grain Dealers Journal and would not be without it.—J. B. Seymour, Kenton, O.



## UTAH-IDAHO MILLERS AND Grain Dealers Meet.

On June 6 and 7 the Utah-Idaho Millers and Grain Dealers Ass'n held its annual convention at Salt Lake City, Utah.

The Friday morning session was devoted entirely to routine business. According to the Sec'y's report, the Ass'n now has 45 members.

In the afternoon the election of officers was the first piece of business, resulting in the selection of Pres., H. H. Blood, Kaysville, Utah; vice-pres., E. E. Rich, Salt Lake City; treas., R. M. Holt, Salt Lake City; sec'y, D. H. Nalder, Salt Lake City.

Pres. Blood in his address urged the members to take a more active interest in the work of the Ass'n. He also called attention to the importance of the millers keeping the price of flour in harmony with the price of wheat, in order to stop selling flour low when the price of wheat is high.

He stated that the Legislative Com'te had drawn up a good bill regulating the selling of impure grain and seeds, but it was defeated in the legislature because some of the legislators regarded it as against the farmers' interests.

In connection with crop improvement work, he called attention to the great progress made by the Ass'n in getting the farmers to raise turkey red wheat instead of the soft varieties. He asked the co-operation of the members in the efforts the Ass'n was making to develop Utah as a grain-growing state.

A resolution was passed to print 1,000 copies of Pres. Blood's address for distribution among the farmers and millers of Utah and Idaho.

J. J. Neville, Salt Lake City, in his address on railroad rates, pointed out that the railroads levied a charge of 2½¢ for milling in transit in Utah and Idaho which they did not assess at points east thereof, thereby working a discrimination against millers of those states. He also called attention to the discrimination in flour rates as compared with wheat rates west of Salt Lake or Ogden, whereas east of these two cities the rates on these two commodities were practically equal. He recommended that the Ass'n demand a 5% differential on traffic moving in and out of Utah and Idaho.

J. J. Neville, C. U. Smurthwaite, Salt Lake City, and James Mack, Ogden, were appointed a com'te to take up these matters and, if necessary, to carry them thru to the Interstate Commerce Commission.

On Saturday, June 7, the Ass'n held a joint meeting with the Utah Dry Farmers Ass'n.

Dr. R. J. Evans, Utah Agricultural College, gave an interesting lecture on the importance of seed selection and the proper method of procedure.

Prof. P. V. Cardon, Nephi Experimental Station, made a vigorous plea for cleaner and better grain. He scored the farmers for raising inferior grain and the grain buyer and miller for buying it without making deductions. He also criticised the state legislatures for not appropriating funds to aid the cultivation of pure bred seeds.

John Hall, James Gardiner, H. C. Ehrlich and Wm. Bailey were appointed a com'te to work with the state authorities towards obtaining such an appropriation.

Prof. Merrill of the Salt Lake Route spoke on the condition of dry farming in Utah. He deplored the fact that unscrupulous land salesmen were misrepresenting conditions in Utah, thereby making

enemies for the state. Incidentally, Prof. Merrill estimated that the grain crop was fully up to average.

The convention adjourned until June, 1914, the exact date and location of next year's convention to be left to the officers

## PRODUCTION OF VETCH Seed.

The seed of native or narrow-leaved vetch can rarely be purchased in the market because the pods burst open when ripe and it is almost impossible to gather any quantity of the seed. By growing oats with the vetch, the oats and vetch may be cut together and bound into bundles, which catch the vetch seed when the pods burst. When narrow-leaved vetch is mixed with Johnson and Bermuda grasses, some seed can be saved by placing a blanket under the baler when the hay is baled. However, narrow-leaved vetch reseeds itself readily if not grazed too close, as considerable seed becomes shattered by the time the native grasses are ready to cut for hay.

Europe furnishes practically the entire supply of common and hairy vetch seed. Some of the common vetch is produced in Oregon, but because of the strong local demand and the high freight rates, little is shipped east. Hairy vetch is mostly imported from Russia and Germany as the supply in this country is inadequate.

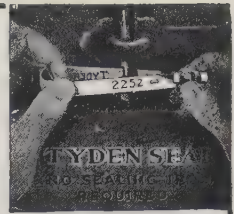
Common vetch can be cut with a binder and threshed with an ordinary thresher like wheat and oats, and vetch growers should attempt the production of their own seed. In Oregon the seed is worth from \$1.50 to \$2.25 per bu., and the yield runs from 10 to 20 bus. per acre. Common vetch does not reseed itself well.

Hairy vetch ripens its seed unevenly, so that the time of gathering should be whenever there is a good crop of seed ready to harvest. This is usually after the bottom pods have become dry and burst open. If hairy vetch is well matured, it can be harvested without cutting by raking it up into windrows with an ordinary hayrake. If the rake does not get it all the first time, the field should be gone over again in the opposite direction. This should be done when the vines are damp, to prevent the seed from shattering. If this method is not satisfactory, as is sometimes true on stiff land where the roots are held firmly in the ground or where some other crop is planted with the vetch, it will be necessary to use a mower. After the vetch is raked or cut it can be piled and left until hauled to the thrasher.

Hairy vetch usually yields about half as much seed per acre as common vetch when planted in the same region. On a farm near Newberry, S. C., a field of hairy vetch, estimated to make 1½ tons of hay per acre, yielded 3¼ bushels of seed to the acre. Hairy vetch seed varies in price from \$4 to \$9 per bushel of 60 pounds, so that under ordinary conditions seed production should be a profitable operation. This is especially apparent when it is noted that the thrashed straw makes a fair quality of hay, that enough seed has shattered out to reseed the field, and that nitrogen and humus have been added to the soil.

Vetch is particularly adapted as a forage crop in the South Atlantic states, and its use is increasing very rapidly. Information concerning its cultivation is given in farmers' bulletin No. 529 of the U. S. Dept. of Agriculture.

## Tyden Car Seals Prevent Losses and Claims.



Self-locking, Safe, Secure. Adopted by U. S. Government and Leading Railroads. Your name on each seal. Millions used by shippers.

Write for samples.

International Seal & Lock Co.  
Hastings, Mich.  
Chicago Office, 617 Railway Exchange.

## Transit Leaks

are unknown to the grain shippers who use

## Kennedy Car Liners

Enormous Increased Sales prove the Efficiency, Merit and Serviceability of these liners.

## The Kennedy Car Liner

is the only device offered the grain shipper that makes a car Leak-Proof.

CHEAP—MODERN—PROFITABLE

Write now for particulars

The Kennedy Car Liner & Bag Co.  
SHELBYVILLE, INDIANA, U. S. A.

## Did It Ever Occur to You

that the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business, and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it.

We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54 inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

## The Strong-Scott Mfg. Co.

Minneapolis, Minn.

Northwestern Agents for

Richardson Automatic Scales

Invincible Cleaners

Knickerbocker Dust Collectors



## Grain Carriers

Two 5,000-bu. river boats are being operated on the upper Missouri River by the Benton Packet Co., bringing grain into Washburn and Deapolis, N. D.

The Illinois Traction System has made arrangements to get cars from the Washash Railroad for handling a rapidly increasing traffic in grain from its various stations.

Grain rates between points in Illinois are attacked as unreasonable and discriminatory in a complaint filed July 9 by the Illinois Farmers Grain Dealers Ass'n before the Railroad and Warehouse Commission.

The Kansas Public Utilities Commission held a conference June 25 with a number of millers, at which transit rules, routing instructions, and the differentials between wheat and wheat products were discussed.

The application of the D. & H. R. R. to advance its rates on corn and corn products from Oneonta, N. Y., when forwarded from that point to stations on the B. & M., was denied by the Interstate Commerce Commission June 3 in a decision holding that such advance is unjustified.

The Commerce Court will be continued for another year unless the appropriation for its maintenance in the general deficiency appropriation bill is eliminated from that bill by the Senate. This action seems unlikely as the Senate Appropriations Com'te is favorable to the continuance of the Court.

Trainmen on 42 eastern railroads threaten to strike unless given increases in wages. On July 14 President Wilson will meet representatives of the trainmen and the railroads to see if some agreement cannot be reached. The men have already voted to strike unless their demands are granted.

The proposed advances in freight rates on grain and grain products from Illinois and Indiana points to Chicago and Eastern points, which were published to become effective Mar. 15 and suspended by the Interstate Commerce Commission until July 8, have been further suspended by the Commission until Jan. 8, 1914.

The question of demurrage rates is being investigated by the Oregon Railroad Commission at the instigation of the railroads, who claim that the \$2 rate is not sufficiently high to force shippers into promptly releasing the cars, and that an increase in the demurrage rate would go far towards relieving car shortages.

The attempted cancellation of joint rates on grain to milling points in Southern Illinois by Western lines was vetoed by the Interstate Commerce Commission in a decision given June 5. The Commission ordered the railroads to maintain rates that would keep the interior Illinois millers on a basis of equality with those at Missouri River points.

The attempted cancellation of proportional rates on grain and grain products from southern Illinois points to Texas points via St. Louis, Kansas City and various other river crossings was vetoed by the Interstate Commerce Commission June 23. The Commission also ordered the roads to establish milling in transit privileges at the various Illinois stations at a charge not exceeding  $\frac{1}{2}$ c per 100 lbs.

The Central Freight Ass'n will meet at Chicago July 14 to revise rates between points in official classification territory, including Illinois and Mississippi River points. The real purpose of the meeting is said to be to arrange tariffs for the 5% increase in freight rates which the railroads are demanding from the Interstate Commerce Commission. The rates in question cover thirteen states.

The question of car supply and distribution will be investigated by the Interstate Commerce Commission upon application of the Iowa State Board of Railroad Commissioners, and a hearing will be held July 18 at Des Moines, Ia. The Western Grain Dealers Ass'n will take an active part in this hearing, and all grain dealers are urged to co-operate in order that the grain trade may register a strong protest against present conditions.

Illinois railroads were granted authority July 2 in an order issued by the Illinois Railroad and Warehouse Commission to violate the long and short haul clause of the statute where necessary for the longer line to meet a rate established by a shorter line between common points. This order further stipulates that no advance in any class or character of rates to intermediate points shall be made without first obtaining the consent of the Commission.

Grain rates from Chapman, Central City, Clarke, Havens, Silver Creek and Duncan, Nebr., to Omaha, are the subject of a complaint filed by the T. B. Hord Grain Co., Central City, Nebr., against the U. P. and C. B. & Q. Rys. before the Interstate Commerce Commission, June 20. The company brands the rates as excessive and unreasonable, and demands that they be reduced to from  $10\frac{1}{2}$ c to 13.17c on wheat and from 8.75c to 11.05c on corn and oats.

The New York, New Haven & Hartford R. R. Co. is subjected to sharp condemnation in the report issued July 9 by the Interstate Commerce Commission after a year spent in investigating the railroad's affairs. The Commission accuses the New Haven's management of indulging in "high finance." It states that the financial operations of the road were wasteful in the extreme and that, had the road confined itself to actual railroad activities it would have earned 8% for the fiscal year 1912 and a surplus of \$1,794,000, instead of a deficit of \$930,000. The Commission says: "The present management started out with the purpose of controlling the transportation facilities of New England. In the accomplishment of this purpose it bot what must be had and paid what must be paid. To this purpose and its attempted execution can be traced every one of these financial misfortunes and derelictions." The Commission recommends that the merger of the Boston & Maine with the New Haven be broken up, and that the New Haven also be deprived of its trolley lines. It further recommends that every interstate railroad be prohibited from expending money or incurring liabilities or acquiring property not required in the operation of its railroad or in the legitimate improvement, extension, or development of that railroad. The Commission also believes that no railroad should be permitted to lease or purchase any other railroad, nor to acquire the stocks or securities of any other railroads, nor to guarantee the same, directly or indirectly, without governmental approval; nor should a railroad be permitted to issue stocks or bonds to carry out any of the above purposes without first obtaining consent of the government.

The Interstate Commerce Commission decided on June 5 in the suit of the Commercial Club of Omaha v. Anderson & Saline River Ry. Co., et al., that, where a consignee pays freight charges to the carrier and then deducts the amount thereof from the purchase price due the vendor, the consignee has not been damaged by the freight rate and can not, therefore, make claim for reparation.

The Toledo Produce Exchange won its suit before the Interstate Commerce Commission, and on July 9 the Commission ordered the carriers to establish thru rates with transit at Toledo to cover the movement of grain and grain products by all reasonably direct routes to points in the east; and to establish domestic and export rates on ex-lake grain from Toledo to New York on the relation of 78 from Toledo to 60 from Buffalo.

The Interstate Commerce Commission on June 26 issued a revised order for an investigation into the proposed increase in freight rates by eastern railroads. The order contains the observation that, in making this investigation, the Commission does not imply that it regards present rates as inadequate, nor that rates should be advanced. On this point the Commission has formed no opinion. Furthermore, the order points out that under the law any party has the right to make complaint against any rate, and no action by the Commission in the pending investigation can take away that right. The Commission plans to settle two questions: first, whether the revenues from present rates are adequate; and, if not, what course the railroads may pursue to remedy conditions. No date has been set for the hearings, but probably nothing will be done until fall.

OCEAN TRAFFIC is under the control of a "shipping trust" which fixes rates, regulates competition and divides the business among the various lines. The existence of such a trust has been well established by the House of Representatives' Com'te on Merchant Marine and Fisheries, which has been conducting an extensive investigation. One of the results of this combination is an increase of 100% in ocean rates within the past seven years. The trust also has eliminated competition from American ports to practically every part of the globe. This matter is of the greatest importance to the interior grain dealer and the farmer as well as the grain exporter, since the cost of ocean transportation is often the controlling factor in the struggle for world markets. America produces a surplus of grain which must be sold in foreign markets. The American grain trade is obliged to compete with Russia, Argentina and all of the other grain-exporting countries of the world. In order to meet that competition the American exporter must have the benefit of ocean rates as low, proportionately, as those obtaining from any competing country. Exactly how to control ocean rates, however, is no easy problem. The United States government has absolute jurisdiction over water transportation along its coasts and on the Great Lakes. It is a generally accepted principle of international law that steamship companies in international trade are amenable only to the laws of their home country. However, a New York court has decided that the government can control companies operating in American ports, and it is certain that our government can and should at all times guard the interests of its own people. The Congressional Com'te will no doubt recommend some relief.



## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Commission the carriers have made the following changes in rates:

**C. & N. W.** quotes a rate of 12½¢ on linseed oil from Minneapolis, Minn., to La Crosse, Wis., effective July 21.

**M. & St. L.** quotes flaxseed 15¢, wheat 12½¢, and corn 10¢ between Lehigh, Ia., and Minneapolis, effective Aug. 1.

**Pennsylvania** quotes a rate of 13½¢ on distillers' dried grains from Cheswick, Pa., to Verbank, N. Y., effective July 15.

**Ill. Cent.** in Sup. 15 to 2545F quotes rates on wheat from Ill. points and St. Louis, Mo., to stations in Ill., effective July 23.

**Erie** in Sup. 5 to ICC 8865 quotes rates on grain and grain products from its stations to N. Y. O. & W. stations, effective July 31.

**L. A. Lowrey, agt.,** in Sup. 9 to 20-D quotes terminal charges and regulations covering switching in the Chicago district, effective Aug. 1.

**Wabash** in Sup. 26 to A5003 quotes rates on grain and grain products from Kansas City, Mo., and Elwood, Kan., to Ia. points, effective July 24.

**P. C. C. & St. L.** in Sup. 22 to ICC P403 quotes rates on grain and grain products from its stations and connections to C. F. A. points, effective July 1.

**T. & O. C.** in Sup. 5 to ICC 1858 quotes rates on grain and grain products from its stations to C. F. A. points, effective state June 26, interstate July 17.

**M. K. & T.** in Sup. 6 to 4096C quotes rates on grain and grain products between Ill., Mo. and Minn. stations, and Mo., Kan. and Okla. stations, effective July 20.

**C. R. I. & P.** in Sup. 8 to ICC C9261 quotes rates on grain and grain products from Ia., Kan., Mo., Neb. and Okla. points to St. L. S. W. stations in Ark., effective July 28.

**C. G. W.** in Sup. 6 to 22A quotes rates on grain and grain products between Ia., Kan., Minn. and Neb. points, and Milwaukee, Wis., and rate points, effective July 16.

**C. & N. W.** in Sup. 7 to 12575-C quotes a rate of \$4.50 per car for switching grain and grain screenings between certain points in the Chicago district, effective June 30.

**Mo. Pac.** quotes a rate of 16½¢ on flax, hemp, and Hungarian millet seed from Sioux City, Ia., to Atchison, Leavenworth, Kan., Kansas City and St. Joseph, Mo., effective Aug. 1.

**Mo. Pac.** quotes a rate of 4¢ on grain and grain products between Cairo, Ill., when southbound only, and St. Louis, Mo., and East St. Louis, Ill., when from beyond, effective July 23.

**Ill. Cent.** in Sup. 11 to 2585E quotes rates on grain and grain products from Ill., Ind., and Wis. stations, also Dubuque, Ia., and St. Louis, Mo., to Cairo, Mound City, and Mounds, Ill., effective July 23.

**C. B. & Q.** in Sup. 36 to 3200B quotes rates on grain and grain products between Missouri River points and Chicago, Ill., St. Louis, Mo., St. Paul, Winona, Minn., and rate points, effective July 15.

**Mo. Pac.** quotes a rate of 18½¢ on wheat, and 17½¢ on corn, oats, rye and barley from St. Louis, Mo., and East St. Louis, Ill., to Galveston and Texas City, Tex., when for export, effective July 26.

**N. P.** announces reduced grain rates from Montana points as follows: to Minneapolis from Miles City 23½¢, Forsythe 25¢, Billings 28¢; Bozeman, Belgrade, Manhattan, Logan, Three Forks, and other points in the Gallatin Valley, 30¢; Drummond 34¢, Missoula 35¢; from same points to Chicago 7½¢ higher; effective about August 15.

**Wabash** in Sup. 6 to ICC 2948 quotes rates on grain and grain products from Decatur and Springfield, Ill., to Ill., Ia., Mich., Minn., Mo., and Wis. stations, effective state June 21, interstate July 24.

**Nor. Pac.** in ICC 5345 cancels ICC 4840 covering rates on grain, flour and screenings from Duluth, Minn., Superior, Superior East End and Central Ave., Wis., to Wis., Ill. and Mo. stations, effective July 15.

**C. G. W.** in Sup. 18 to 36A quotes rates on grain and grain products between Chicago, Ill., and points in Ill. and Ind.; and C. G. W. stations in Ia., Kan., Minn., Mo., and Neb., and connecting lines, effective July 26.

**C. & A.** quotes a rate of 13½¢ on all grain and grain screenings from Chicago, Peoria, and Pekin, Ill., to Mobile, Ala., Port Chalmette and Westwego, La., when for export to Europe, Asia and Africa, effective July 19.

**Wabash** in Sup. 10 to ICC 2111 quotes rates on grain and grain products from Ind., Ill., Mich. and O. stations to Ind., Mich. and O. stations, also Louisville, Ky., Chicago, Ill., and Hannibal, Mo., effective July 24.

**W. H. Hosmer, agt.,** quotes an export rate of 13½¢ on corn cob meal from Keokuk, Ia., to Algiers, Gretna, New Orleans, Westwego, La., Galveston, Tex., Gulfport, Miss., Mobile, Ala., and Pensacola, Fla., effective Aug. 1.

**Green Bay & Western** in 6031 publishes rules covering cleaning and milling in transit wheat, oats, corn, rye and buckwheat at G. B. & W., Kewaunee, Green Bay and Western, and Iola & Northern stations, effective July 21.

**M. K. & T.** quotes wheat 12¢ and corn 10¢ from Adamsville, Arkansas City, Aymann, Belle Plain, Cox Spur, Geuda Springs, Orchard, Oxford, Palestine, Paton, Silverdale, Sumpter, Waco, and Wichita, Kan., to Parsons, Kan., effective July 15.

**W. H. Hosmer, agt.,** quotes rates on grain and grain products from La Crosse, Wis., Minneapolis, Minnesota Transfer, St. Paul, Stillwater, Winona, Minn., to Black Rock, N. Y., 16½¢, Kingston 25¢, Lindsay, Ont., 24½¢, effective Aug. 1.

**C. R. I. & P.** in ICC C9517 cancels ICC C9337 quoting rates on grain and grain products from stations in Colo., Ia., Kan., Mo., Neb., N. M., and Okla., to Little Rock, Ark., Memphis, Tenn., New Orleans and other Southern points, effective July 31.

**C. & N. W.** in Sup. 7 to ICC 7402 quotes rates on broom corn, flaxseed, wheat, corn and alfalfa feed, between Chicago, Fulton, Ill., St. Paul, Minneapolis, Minnesota Transfer, Duluth, Minn., Omaha, Neb., Council Bluffs, Sioux City, Ia., and Green Bay, Wis., and stations in South Dakota, effective August 1.

**U. P.** quotes rates between Haig, Neb., and the following points: Kansas City, St. Joseph, Mo., Leavenworth, Atchison, Kan., wheat 27.6¢, corn 25¢, oil meal 25¢, flax and millet seed 33¢; Omaha, Neb., wheat 22¢; corn 20.4¢, oil meal 24¢, flax and millet seed 29¢; Sioux City, Ia., flax and millet seed 33¢; effective June 16.

**C. & N. W.** in Sup. 2 to 7170-C quotes proportional rates of 14½¢ on flax and millet seed, 13½¢ on wheat, pearl barley, and flour; and 12½¢ on corn, barley, rye, oats, kafir corn, alfalfa meal, barley meal, bran, milo maize, etc., from Omaha, South Omaha, Neb., Council Bluffs, and Missouri Valley, Ia., when originating beyond, to East St. Louis, Ill., effective June 30.

**C. & N. W.** in Sup. 7 to ICC 7402 quotes rates on wheat and corn between Blair, Neb., and Missouri Valley, Loveland, Honey Creek, Crescent and California Jet., Ia.; also rates on grain products from Canby, Minn., Watertown, Brookings, Groton, Redfield, Aberdeen, Huron, De Smet, Arlington, Lake Preston, Yankton, S. D., and Oakes, N. D.; to Lincoln, Wahoo, Fremont, Plainview, and O'Neill, Neb., effective August 1.

## The Adaptability of a Drier

to various uses is well worthy of consideration. The Hess Drier covers the whole field. The shelves, of smooth, galvanized steel, will hold any kind of grain or seed, from timothy seed up to lima beans—and the HESS DRIER has been used on everything granular between these two. Wire netting and perforated metal cannot be used on fine grain or seed.

HESS DRIERS may be so subdivided that two or more kinds or lots of grain may be kept separate and dried for any desired length of time. The work may change from one kind of grain to another, without sweeping out, for the drier is absolutely SELF-CLEANING.

The temperature is subject to regulation and is under perfect control. Two lots of grain in the drier at the same time may be dried at different temperatures, or one lot of grain may be subjected to two different temperatures, at different stages of drying, if desired.

The grain, while drying, is in full view of the operator, and may be sampled readily, and held in the drying currents till its condition is satisfactory.

On wet salvage grain the HESS DRIER has outclassed all other makes of driers. In economy of power and steam the HESS DRIER HAS NO EQUAL; the power requirement being but one-fourth to one-third that used by other driers.

There's a lot of other good reasons for preferring HESS DRIERS. Let us tell them to you.

### Hess Warming & Ventilating Co.

907 Tacoma Bldg., CHICAGO

Makers, also, of the Hess Improved, Brown-Duvel Moisture Tester.



## Supreme Court Decisions

**Negligence of Commission Merchant.**—Ordinarily, if a consignor of goods alleges negligence or misconduct of a factor, the burden lies on the consignor to prove it; but, when a prima facie case of negligence of the factor is established, the burden is on the latter to show facts relieving him from liability.—*H. L. Brown & Son v. Funck's Estate*, Supreme Court of Kansas. 132 Pac. 202.

**Duty of Carrier to Follow Shipping Directions.**—Where a connecting carrier received goods with explicit directions as to their transportation and forwarding, the diversion of them to a different route, on which they were destroyed by flood and fire, for the effect of which a common carrier would not be ordinarily responsible, was a conversion, rendering it liable as an insurer.—*Saxon Mills v. New York, N. H. & H. R. Co.* Supreme Judicial Court of Massachusetts. 101 N. E. 1075.

**Delay by Telegraph Co.**—The failure of a telegraph company to deliver a message received for transmission at Santo, Tex., at 8 p. m., Jan. 14, to Clairemont, Tex., until 11 a. m., Jan. 16th, establishes a prima facie case of negligence, and the company has the burden to show some cause excusing it, and a mere claim that the delay was caused by a wire being down, with no excuse for such condition, does not excuse the delay.—*W. U. Tel. Co. v. Glenn*, Court of Civil Appeals of Tex. 156 S. W. 1116.

**Connecting Carriers.**—Acceptance by a carrier of an interstate shipment to be transported over a route selected by the shipper, which was a different one from that which the carrier would otherwise have chosen, and was one respecting which the carrier had no established thru route or rate, cannot be said to be so far involuntary that to construe the provisions of the Carmack amendment of June 29, 1906, § 7, to the interstate commerce act of February 4, 1887, § 20, as making such carrier answerable for the damages done by connecting carriers, notwithstanding any stipulation to the contrary, will take its property without due process of law.—*Norfolk & Western Ry. Co. v. Dixie Tobacco Co.* Supreme Court of the United States. 33 Sup. Ct. Rep. 609.

**Limitation of Carrier's Liability.**—Defendant, engaged in interstate commerce, had established and filed with the Interstate Commerce Commission two freight rates between St. Louis, Mo., and Peoria, Ill., the lower of which was applicable on condition that the carrier's liability should be limited in case of loss or damage to the goods to ten times the freight, and the higher was exacted in case the carrier assumed its common-law liability. Plaintiff's agent delivered to defendant three boxes of silverware for shipment from St. Louis to Peoria and informed defendant's agent that it was worth close to \$5,000. The agent exacted a freight charge of \$4.17, which was the limited liability rate, and issued a B/L providing that the damage in case of loss should be the bona fide invoice price of the goods, unless a lower value was determined by the classification or tariffs on which the rate was based, in which event the lower value should be the maximum amount to govern the computation. Held, that such limitation of liability was valid under the Interstate Commerce Act (Act Feb. 4, 1887, c. 104, 24 Stat. 379 [U. S. Comp. St. 1901, p. 3154]) and its amendments as construed by the Supreme Court of the United States, and that plaintiff's damage, in an action on the contract without any allegation of fraud or deceit, was limited to ten times the freight.—*American Silver Mfg. Co., v. Wabash R. Co.* St. Louis Court of Appeals, Missouri. 156 S. W. 830.

**Delay in Delivery of Message.**—Negligence of a telegraph company in failing to promptly deliver a message, directing plaintiff's agent to divert a car load of peaches to a different place and on a different road from that intended, held the proximate cause of loss sustained by plaintiff's inability to get the peaches on the market in time to sell them without loss.—*Kerns & Lorton v. W. U. Tel. Co.* Kansas City Court of Appeals. 157 S. W. 106.

**Demurrage.**—A railroad claiming demurrage against a receiver on the ground that he did not promptly unload cars placed upon his siding, and that thereby under the agreement between him and the railroad it was unable to discharge its freight promptly and in accordance with its agreement, had the burden of proving that the delay in making actual deliveries at the siding was due to the negligence of the receiver or his inability to unload the cars to make way for others waiting to be unloaded.—*Bagley & Sewall Co. v. Traders Paper Board Co.* Court of Chancery of New Jersey. 86 Atl. 1029.

**Rights of Transferee of B/L.**—While the mere discounting and crediting the amount of a draft to a depositor's account, without making payment or incurring any increased obligation, would not make a bank a purchaser for value of the draft and an attached B/L, where the depositor was indebted to the bank, and the net proceeds of the draft so discounted was placed to his credit in extinguishment of the debt, and there was no agreement that if the draft was unpaid it should be charged back to his account, the bank was a purchaser for value, and acquired title to the property represented by the B/L.—*Latham v. Spragins*, Supreme Court of North Carolina. 78 S. E. 282.

**Hepburn Act Governs Interstate B/L.**—Code 1906, § 4851, making Bs/L conclusive in the hands of bona fide holders for value, against the person or corporation issuing them, that the property described therein was received by the carrier, was abrogated, so far as interstate shipments are concerned, by the Carmack amendment (Act June 29, 1906, c. 3591, § 7, 34 Stat. 593 [U. S. Comp. St. Supp. 1911, p. 1307]) to the Interstate Commerce Act (Act Feb. 4, 1887, c. 104, § 20, 24 Stat. 386), which covers the subject of bills of lading as to such shipments.—*St. Louis & S. F. Ry. Co. v. Woodruff Mills*, Supreme Court of Mississippi. 62 South. 171.

**Carrier's Liability for Issuance of Fictitious Bs/L.**—Where an agent of a common carrier issued fictitious Bs/L to a consignor when no goods had actually been delivered, and the Bs/L were not marked non-negotiable, but were in the ordinary form which is freely transferable, the carrier is liable to one who makes advances or loans money on the Bs/L without actual knowledge or reliable information that the recitals therein with respect to the receipt of the freight were untrue.—*Williams v. Delaware & Hudson Co.* Supreme Court of New York, Appellate Division. 141 N. Y. S. 606.

**Attachment of Shipment in Transit.**—A terminal carrier, transporting goods under an interstate B/L calling for delivery to the shipper at C., with directions to notify the buyer, at the latter's instance stopped the car over 60 miles from destination, in another county, at the buyer's home, and left it standing there for over two weeks, during which time it permitted the buyer to inspect the goods without the authority required by the B/L, and then, after refusing the shipment, to attach the same as the property of the shipper in the county where it had been stopped. Held, that such attachment was no defense to an action against the initial carrier for failure to deliver at destination, under the rule that a seizure of goods in the hands of a carrier by legal process, to excuse failure to deliver, must have been made without laches, connivance, or collusion on the part of the carrier.—*Perkett v. Manistee & N. E. R. Co.* Supreme Court of Michigan. 141 N. W. 607.

**Negligence in Transmitting Message.**—Proof of error in transmitting a telegram makes out a prima facie case of negligence.—*Jackson v. Western Union Telegraph Co.* St. Louis Court of Appeals, Missouri. 156 S. W. 801.

**Shipper Must Pay Scheduled Rate of Freight.**—A shipper of an interstate shipment is liable to pay the freight fixed by printed and published schedules of the initial carrier on file with the Interstate Commerce Commission, notwithstanding any stipulations in the B/L to the contrary.—*Yorke Furniture Co. v. Southern Ry. Co.* Supreme Court of North Carolina. 78 S. E. 67.

**Diversion of Shipment.**—Goods were shipped by means of a dispatch route thru to destination. On receiving the receipt for the goods, issued by the initial carrier, the agent of the dispatch route issued a bill of lading, specifying the route, as did also the routing on the waybill. When the goods were received by the first connecting carrier, it wrongfully changed the route to a different dispatch line, so that when the goods were received by the P. Company, whose line constituted a part of both dispatch routes, it delivered the goods to a connecting carrier constituting a part of the line specified in the shipping directions received from the prior carrier, but not in the original routing, and the goods were destroyed after such diversion. Held, that if the B/L was issued while the goods were in the possession or under the control of the P. Company, and was within the authority of the agent, the P. Company was liable; but if it was not so issued, then the P. Company, not having bound itself by any inconsistent contract, was justified in delivering the goods according to the shipping directions received from a prior carrier and would not be liable.—*Saxon Mills v. New York, N. H. & H. R. Co.* Supreme Judicial Court of Massachusetts. 101 N. E. 1039.

**Shipper's Weight to be Considered by Jury.**—Plaintiff sues for barley alleged to have been lost in transit from a car load shipped from Bordulac, N. D., to Superior, Wis. To make proof of loss, evidence was offered that the barley was weighed when taken into the elevator and again when loaded therefrom into the car, with the weights corresponding. The elevator agent testifies that the elevator scales balanced; that he loaded the entire car as one transaction; that he had been in charge of the elevator and similar work at that place for two months prior to that time; that he understood the scales and knew how to use them; that these weights taken were correct and accurate; that some 20 different weighing operations were necessarily made in loading the car; that the total of these weights and the amount of the barley placed in the car was 62,440 pounds; that the car was then immediately sealed and taken charge of by the carrier. The evidence shows that, on the arrival of the car at Superior, the grain was weighed in bulk, and the state weighmaster's official certificate of weight of this barley showed but 57,480 pounds as the amount delivered by the carrier to the consignee. For this difference in weight, 4,960 pounds of barley, plaintiff seeks to recover of the carrier as for barley lost in transit. The trial court directed a verdict dismissing the action, and plaintiff appeals. Held plaintiff must establish by a fair preponderance of the evidence that a portion of the grain received by the carrier was not delivered at Superior. That proof of such shortage may be made by evidence of the weight of the grain when delivered to the carrier for transportation and evidence of its weight at destination, when the proof of such weights is reasonably certain and satisfactory. That under the evidence plaintiff has established a prima facie case of loss of some grain in transit, sufficient to submit such question of loss, and amount thereof, to the jury to determine from all the evidence considered with the matters of which they may take judicial notice.—*Morris v. Minneapolis, St. P. & S. M. Ry. Co.* Supreme Court of North Dakota. 141 N. W. 204.



## Supply Trade

Chicago caller.—C. E. Balsley, Balsley Bros., Springfield, Ill.

St. Louis, Mo.—The Avery Scale Co., North Milwaukee, has opened an office in the Merchants Exchange, in charge of Geo. Kaps.

Indianapolis, Ind.—The Nordyke & Marmon Co. has extended its corporate existence 50 years, increasing its common stock \$200,000 and issuing preferred stock to the amount of \$500,000.

Minneapolis, Minn.—A new company, to be named the Northwestern Automatic Scale Mfg. Co., was recently organized with a proposed capitalization of \$225,000. All preliminary steps except the matter of location for the factory have been disposed of, and selection of site will be decided in a few weeks' time.

Milwaukee, Wis.—A small booklet, devoted to and illustrating the advantages of the Bernert Pneumatic Grain Conveyor and Elevator has just been published by the Bernert Mfg. Co. Readers of the Journal, for either present or future use, will do well to make application for it. Ask for catalog.

Muncie, Ind.—An excellently illustrated booklet, depicting the Muncie line of oil engines, has been issued by the Muncie Oil Engine Co., Muncie, Ind., that should be of particular interest to all elevator owners and operators who have not solved the power problem. Readers of the Journal will gladly be furnished upon request made to that company.

Continuous Advertising.—The best time to advertise is all the time. It is an established fact that there is no better time to advertise than when business is quiet. The trade has ample time to read during the summer months and to familiarize itself with you and your line. Many professional advertisers are of the opinion that it is poor business judgment to stop advertising during the "off season." Summer is the time when the average man has time to review his business, scan the trade journals, and plan for the fall campaign, and if your announcement is not in the advertising columns you may be forgotten.

RUSSIA in Europe will produce 277,683,000 bus. of winter wheat, 13.8% more than last year, and 917,168,000 bus. of winter rye, or 8.9% less than last year, according to an estimate given out July 3 by the International Institute of Agriculture, Rome, Italy.

Gertrude, aged 3, sat in her high chair at the dinner table turning about in her fingers a small ear of corn from which she had been nibbling a row at a time. Suddenly she burst into tears.

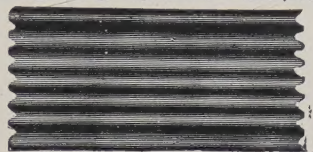
"What is the matter, dear?" asked her mother.

"I've lost my place!" sobbed the little one.

THE NORTH American Export Grain Ass'n will send three delegates, representing Canadian, Atlantic, and Gulf exporters, respectively, to London to meet the London Corn Trade Ass'n July 14 for the purpose of coming to a permanent agreement as to the terms of sale on export grain. The three delegates chosen are A. P. Stuart of Montreal; Geo. S. Jackson of Baltimore; and Henry Stemper of Chicago.

ADOLPH KEITEL, author of the famous circulars on the barley and malt market in which he constantly attacked the American Malt Corporation, has been arrested for the second time on a charge of libel. In October, 1911, he was sentenced to a prison term on a similar charge.

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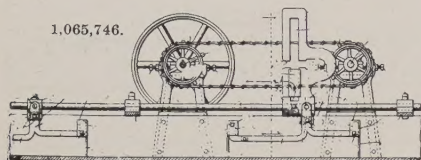
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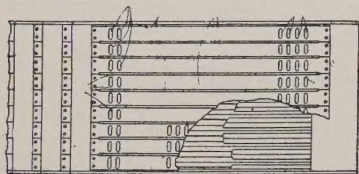


## Patents Granted

**Fanning-Mill Separator.** No. 1,065,929. (See cut.) Nels G. Ek, Minneapolis, Minn. The separator comprises a screen subdivided by a series of upstanding flanges which divide the screen surface into a number of longitudinal channels. A series of elongated perforations are provided in the floor of the channels and V-shaped deflectors are set parallel to the flanges and beneath the perforations.



1.065,929.



**Conveyor.** No. 1,065,746. (See cut.) August Swanson, Cedar Rapids, Ia. In a conveyor trough a reciprocating rod is mounted lengthwise, equipped with spaced pairs of adjacent blades, each pair of blades having a common mounting in turn carried by and movable with the rod, the blades of each pair being mounted for trailing in one direction and actively operating in the other direction. The blades are so spaced that the forward blade of the pair on its forward movement overlaps the rear limit of movement of the rear blade of the pair ahead.

EUROPEAN methods of marketing will be studied by Dr. Charles McCarthy of the University of Wisconsin and several Eastern experts, who will go to Europe this summer.

NEBRASKA millers have organized a mutual casualty insurance company to write insurance under the new workmen's compensation act. The officers are: Pres., J. W. Towle; vice-pres., H. E. Gooch; and sec'y-treas., Frank Ringer.

THE COTTON acreage in United States this year is estimated at 35,622,000 acres, compared with 34,766,000 acres last year, an increase of 865,000 acres or 2½%, according to a statement prepared by the Crop Reporting Board of the U. S. Dept. of Agriculture.

MAGAZINE publishing is the newest venture on the part of the U. S. Dept. of Agriculture, which will issue a journal of research to take the place of the technical bulletins now printed. The journal will be published monthly or oftener, depending upon the amount of scientific matter available.

I like to read the Grain Dealers Journal and get much valuable information from its columns. I enjoy reading it just like I enjoy reading the Saturday Evening Post and look for it. If I do not receive it the Postmaster hears from me.—L. E. Highland, of Highland Bros., Sweetwater, Nebr.

### CROP IMPROVEMENT.

Congressman A. F. Lever of South Carolina will present another vocational education bill into Congress just as soon as the tariff legislation is disposed of. This bill, which is the joint work of Mr. Lever and Senator Hoke Smith of Georgia, is similar to the one which passed the House last session but failed by one vote to pass the Senate.

Alfalfa tests made by Michigan farmers, totaling 701 different seedings, indicated that the best results were obtained on gravel soil with clay subsoil, and the least satisfactory results on sand soil with gravel subsoil. A firm seed bed gave far better than a medium or loose seed bed; and careful preparation of the seed bed resulted also in a much better stand.

The Maryland Bankers Ass'n is taking active steps to promote the agricultural interests of the state and has organized an agricultural com'te and a good roads com'te. A plan to encourage better farming by offering cash prizes for the best products from Maryland farms was also proposed at the Ass'n's annual convention at Blue Mountain House June 24 and 25.

North Dakota leads all other states in the number of men engaged in better farming work and the area covered, with sixteen counties organized and 32 men devoting their entire time to crop improvement. The Better Farming Ass'n, which was started in November, 1911, is actively engaged in the work of educating the farmers and is aiding in the organization of county farm bureaus. For this purpose the Ass'n spent \$43,000 last year and has appropriated \$75,000 this year.

The value of germination tests was investigated by the Iowa Experiment Station during 1910 and 1911. Seed corn was first tested in the various kinds of testers and then planted to discover how the yield would compare with the germination tests. This investigation demonstrated that testing the vitality of seed corn before planting increased the profits 93.6% per acre in 1910 and 85.7% in 1911. Homemade testers gave quite as accurate results as the expensive commercial kinds. These results clearly demonstrate the great value of germination tests.

Wisconsin leads in the development of pedigree seed centers, and at present there are 1,200 such centers in the state. The Station produced a pedigreed rye that yielded from 49 to 54 bus. per acre on land that had been in alfalfa. Pedigreed barley produced from 44 to 57 bus. per acre on the Station farm; and from over 1,000 reports collected by the Wisconsin Experiment Ass'n, this barley is known to produce an average increase of 4.9 bus. per acre over the best competing varieties. Wisconsin No. 8 corn, a variety produced especially for use in that part of Wisconsin north of the corn belt, has given yields of 73 bus. per acre, and a strain of Kharkoff winter wheat produced 35 bus. per acre on heavy red clay soil. Thru the agency of the many seed centers, the Experiment Station is able to place its improved varieties quickly in the hands of the farmers, securing an immediate benefit.

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, Chicago, for publication, the initials, number, date and condition of cars seen leaking grain in transit.

### GRAIN INSPECTION WORK In Illinois.

The Illinois State Grain Inspection Department has issued its 42nd annual report, covering the year July 1, 1911, to June 30, 1912, the first report this Department has ever published.

In the year covered by the report the Department received in the Chicago District \$176,679.99 and spent \$157,815.87, leaving a surplus of \$18,864.12. The total number of cars inspected on arrival into Chicago was 177,143; total receipts by lake were 922,371 bus.; grand total 255,797,359 bus.

The Department inspected shipments out of Chicago from regular elevators amounting to 33,122,143 bus.; from unlicensed elevators into lake vessels, 51,348,210 bus., and into cars, 60,959,677 bus.; or a grand total of grain shipped out of Chicago amounting to 145,430,030 bus.

The average contents per car loaded out in 1912 was 1,109 bus. wheat, 1,155 bus. corn, 1,671 bus. oats, 1,024 bus. of rye and 1,487 bus. of barley.

Re-inspection was asked on 6,078 cars during the year, on 3,324 of which the grade was sustained and on 2,754 cars the grade was changed. A total of 232 bad order cars were reported during the year.

The financial statement shows that the Dept. received \$174,148.68 on inspection earnings, less \$4,338.83 on commissions paid by railroads, leaving a total from this source of \$169,809.85. Interest on bank balance netted \$1,508.40; the appeals com'te earned \$450; sales of surplus grain brot in \$3,562.40, miscellaneous receipts, \$1,349.34; grand total, \$219,412.62.

The Appeals com'te handled 258 cases during the year. In 108 cases the appellant lost; in 139 cases he won; 11 cases were withdrawn.

The report for the state grain inspection work at East St. Louis shows that during the year 4,230 cars of wheat, 13,407 cars of corn, 3,784 cars of oats, 157 cars of rye, and 3 cars of barley; a total of 21,581 cars, were inspected. Grain in sacks inspected amounted to 81,973 sacks of wheat and 335 sacks of corn. Inspection fees collected amounted to \$13,990.66, and disbursements, \$17,133.77.

The laws governing warehousing and inspection of grain and the rules of the Grain Inspection Dept. are given. The report was photographed from typewritten sheets prepared by Clyde M. Healy, chief clerk. It is bound in leather and contains a number of illustrations showing the offices and staff of the Dept.

I could not be without the Grain Dealers Journal.—L. R. Good, Bloomdale, O.

I could not get along without the Grain Dealers Journal.—H. O. Peterson, mgr., Saunders-Westrand Co., Randolph, Neb.

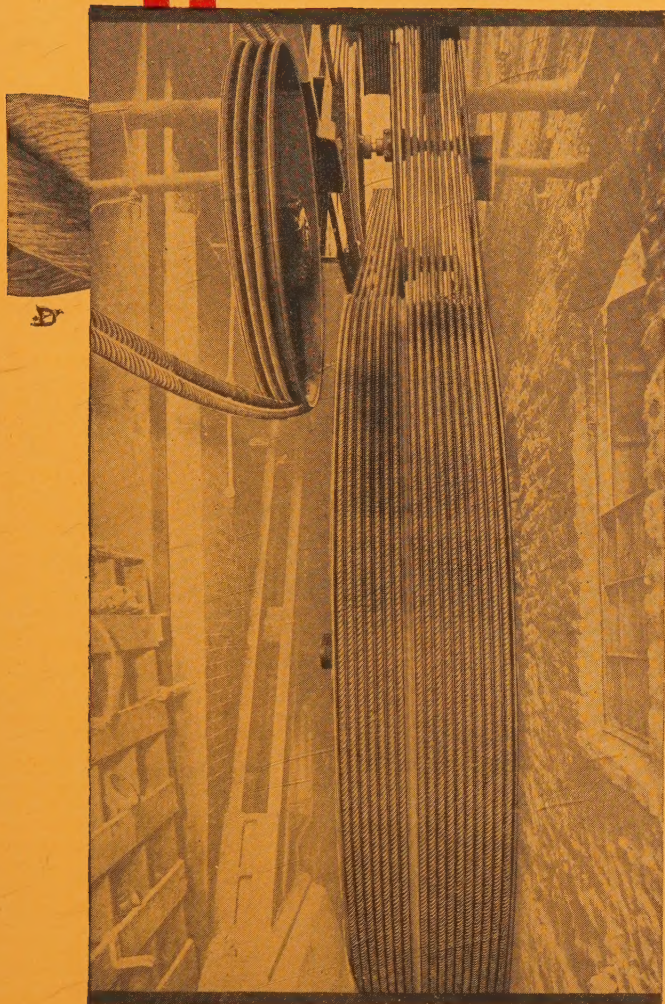
The Grain Dealers Journal is a mighty good paper and a very necessary article for any grain dealer to possess. Our very best wishes for its continued success.—Earl C. Bear, Bear Grain Co., Hicksville, O.

## Books Received

ILLINOIS STATE FOOD COMMISSIONER'S twelfth annual report contains a detailed statement of the activities of the various food inspectors, also the bulletins of the Food Commission, state and national food laws and other allied matters. Cloth, 424 pages. Alfred H. Jones, Commissioner, Chicago, Ill.



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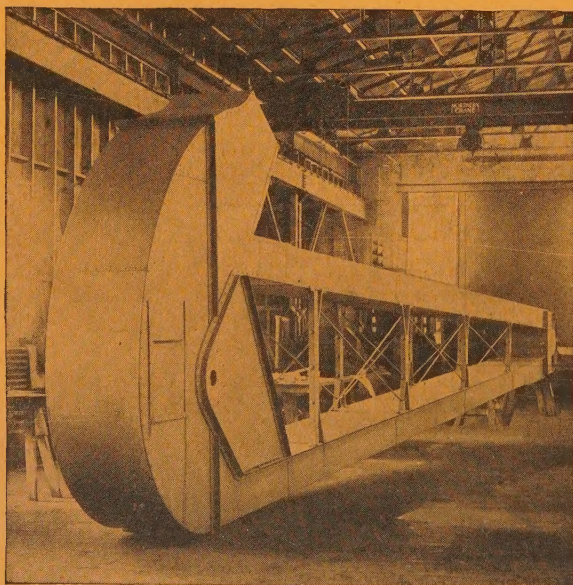


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